

# The National Future Farmer

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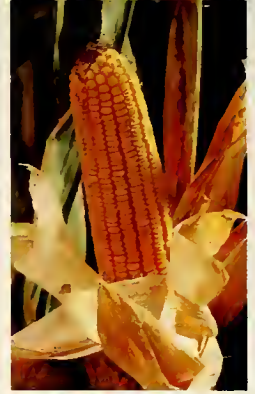
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## A Word With The Editor

The FFA took another step into the electronic world during the National FFA Convention. A computer workshop conducted for supervisors and local FFA advisors as a part of the Career Show was another step toward bringing computers to all vocational agriculture classrooms across America.

The workshop was conducted by AgriData Resources, Inc. to further the "Ag Ed Network," launched jointly between FFA and AgriData Resources in September. The network provides vocational agriculture instructors and students with the latest information dealing with agriculture and FFA.

The age of "high tech" is here and you as a student must be prepared to make it a part of your life—whether you stay in agriculture or choose another career. Computers will definitely be a part of the FFA/vocational agriculture program of the future.

For example, you can now order FFA supplies electronically from the National FFA Supply Service. The advantage of computer orders over phone orders is that the Supply Service will have a written copy to work from which should reduce errors. You also have the speed of electronic mail.

We hope you like the expanded convention coverage in this issue. There is no way to capture all the excitement and drama of this special week, but we try.

Other features in this issue include "Farming Fever," about an FFA member who launched a successful farrow-to-finish hog operation using older equipment, tight money management and vo-ag experience—even though he did not grow up on a farm. "Seeds of Success" is just that, an article about an FFA member who works in a successful grass seed processing business with his parents. And to make your record keeping easier, be sure to read "Winning With Records," which shows how record keeping skills can help you win FFA awards and degrees.

*Wilson Carnes*

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### Cover Description:

With Christmas just around the corner, Shannon Bumann, of the Cambridge, Illinois, FFA chapter, tags a Christmas tree for the Gene Kuehlthau family, part of his job on the Morris Siemert Tree Farm. Story on page 28.

*Cover Photo by Lanette Carlson*

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# The FFA News in Brief



Above, actor Eddie Albert promotes FFA "on location" with California members.

**THE NEW 1985 Public Service Announcements (PSAs), sponsored by John Deere through the National FFA**

## FFA Foundation Bits-n-Pieces

**THE NATIONAL FFA Foundation** welcomes the following new sponsors: Armstrong Rubber Company, CIBA-GEIGY Corporation, Cyanamid Agricultural Division, Dunavant Enterprises, Inc., Hammermill Paper Company, Temple-Eastex Corporation, Allis-Chalmers Corporation, Carnation Company, CENEX, Chicago Board of Trade, Pennwalt Corp./ AgChem Division, American Honda Motor Co., Inc., and CPC International.

**TEN AMERICAN FARMER** degree recipients received \$500 checks this year as winners of the "Triangle Awards," sponsored by Charles and Agnes Conrad of Kansas City, Missouri, through the FFA Foundation. "These awards are meant to encourage and aid FFA members who are struggling to become established in farming without steady support from parents, and who have not received other major cash awards," says Steve Greene, assistant executive director of the Foundation. The 1984 winners are: Dale Bettels, MO, Joseph Brockmueller, SD, Roger Christenson, ND, Brian Gall, NE, Jim Hampton, IL, Ronald Henning, KY, David Hug, KS, Robert Marketon, MN, Brett Shulista, IA, and Kevin Van Kooten, IA.

**FFA'S FOOD FOR AMERICA** program is undergoing major revision, thanks to increased sponsorship of Mobay Chemical Corporation. Mobay, an 18-year FFA supporter, will sponsor a complete update of materials for the program, which helps tell the story of agriculture to young children. The new materials will be available in the fall of 1985.

Foundation, Inc., premiered at the 1984 National FFA Convention. More than 300 vo-ag instructors acting as FFA media representatives will personally distribute the PSAs to TV stations and cable companies nationwide, later this month. In addition, thousands of PSAs will be mailed to magazines, newspapers and radio stations. The PSAs, which feature actor Eddie Albert, are audio-visual or printed messages which ask people to support FFA and vocational agriculture activities.

**FFA CALENDARS:** it's not too late to order 1985 FFA calendars to help promote FFA in your school and community. Calendars can be purchased in Home & Office, Desk, Poster or Wallet styles; a special "Public Relations Package" set is also available. Details on how to order can be found in the new Supply Service Catalog. If you have specific questions, call Jack Pitzer, at 703-360-3600.

**DENNIS C. SHAFER**, of Indianapolis, Indiana, recently assumed duties as Director of the National FFA Supply Service. Since 1980, Mr. Shafer has been Manager of the Supplies/Merchandising Department for Kiwanis International in Indianapolis. Prior to his employment at Kiwanis, Mr. Shafer held various positions in marketing and direct mail. He is a graduate of the University of Illinois with a B.A. Degree in Business Management.

**ORDERING FFA SUPPLIES?** The FFA Supply Service reminds you that a two percent discount is available to chapters which enclose payment with orders. "This not only benefits our FFA customers, but it also means the Supply Service does not have to send an invoice to chapters," says Paul Kidd, acting Supply Service director. When ordering, use your chapter code number, which can be found on your chapter's membership roster.



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**DIRECT MARKETING** by fruit and vegetable growers, through roadside or "pick-your-own" operations, is a good way to earn extra cash or expand your SOE program. Extension fruit and vegetable economists at Texas A&M University offer this advice for those interested in starting a direct-marketing business: select a location near a major highway, offer soda facilities, restrooms and a separate entrance and exit, provide adequate parking and a good advertising program. Be sure to provide different varieties and sell only high quality produce.

**MORE "NONFARMERS" OWN** farmland than they did 25 years ago. According to researchers at Cornell University, agricultural land owners who identified themselves as farmers fell from 65 percent in 1946 to 25 percent in 1978. In 1946 farmers owned 70 percent of U.S. farmland acreage, but by 1978 that number had shrunk to 52 percent. Researchers say this change may be caused by farmers taking other jobs while retaining their farmland and to nonfarmers who purchase agricultural real estate as investments.

**WHOLE HOG:** "Pork Facts 1984/Industry Statistics" is a handy new reference guide to the pork industry. Among other facts, the booklet says hog producers received \$46.80 per 100 pounds pork produced in 1983, compared to 1925, when

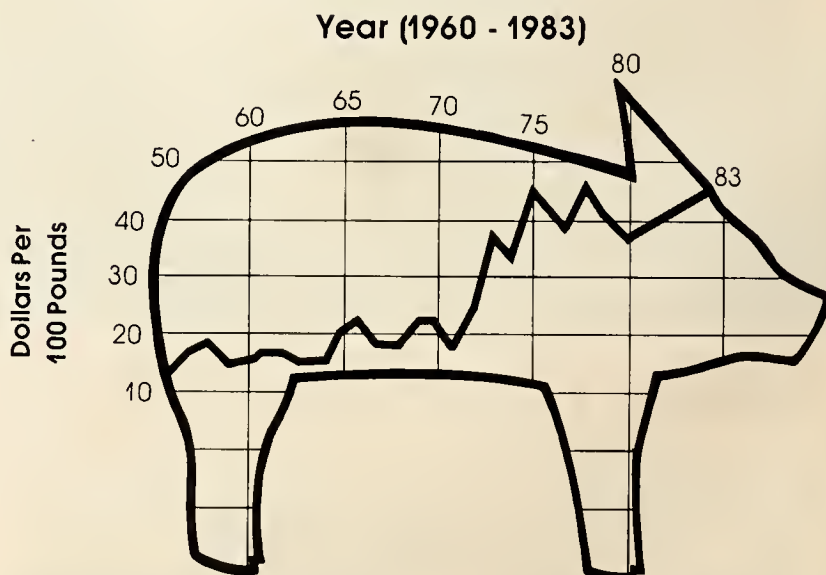
**CONTINUED HIGH INTEREST** rates have many agricultural experts and farmers worried. Interest rates on new farm loans varied by lender but held fairly stable through most of the 70s. In the late 70s, rates began to climb sharply, reaching peaks in 1981 and 1982. Although interest rates dropped in 1983, they remained well above early 70s levels (see chart.) *Source: USDA*

## Trends in Interest Rates on New Farm operating Loans

|      | Rural Banks                       | PCA's | FmHA  |
|------|-----------------------------------|-------|-------|
|      | <i>interest rates<sup>1</sup></i> |       |       |
| 1970 | 8.42                              | 9.38  | 7.13  |
| 1971 | 8.16                              | 7.20  | 6.38  |
| 1972 | 8.02                              | 7.03  | 5.88  |
| 1973 | 8.55                              | 8.90  | 6.75  |
| 1974 | 9.04                              | 9.04  | 8.75  |
| 1975 | 8.99                              | 8.56  | 8.50  |
| 1976 | 9.18                              | 8.12  | 8.75  |
| 1977 | 9.18                              | 7.93  | 8.00  |
| 1978 | 9.51                              | 9.15  | 8.50  |
| 1979 | 11.80                             | 11.00 | 10.16 |
| 1980 | 13.96                             | 11.99 | 10.83 |
| 1981 | 18.85                             | 15.71 | 14.50 |
| 1982 | 16.30                             | 13.80 | 12.09 |
| 1983 | 14.10                             | 11.82 | 10.25 |

<sup>1</sup>Rates shown are for fourth quarter of each year.

farmers made \$10.90 per cwt. The booklet includes information on markets, hog/corn ratios, nutrition, prices and production. To get a copy, write to National Pork Producers Council, Box 10383, Des Moines, IA 50306.



Above, new pork reference guide shows hog prices received by farmers through past 23 years of pork production.

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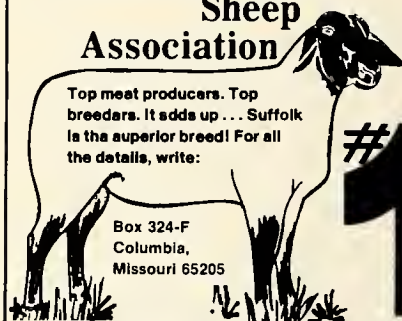
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# The Mailbag

## Compliments...

My two FFA chapter officers and I want to thank you for the courtesy shown us during our visit to the National FFA Center.

We have always enjoyed *The National FUTURE FARMER* magazine, but now we have more respect for the work involved in editing it.

You and your staff do a great job with the magazine.

*Jim Turnbough  
Clovis, New Mexico*

I read the story written on Matthew Fiegel (October-November, 1984). I really enjoyed reading about someone who will work around their problems to make it to their dream. It was a thoughtful and uplifting story.

*Liz Thoe  
Humble, Texas*

## ...And Complaints

Reference is made to *The National FUTURE FARMER* magazine of August-September, 1984. On page 11, you have an article which is entitled "PCA/Farmer Partnerships Pass 50-Year Mark." The Production Credit Association certainly has been an active participant in the financial assistance to farmers over the year. I do feel, however, that the implication is that in the future everybody will be doing business with PCA. This may or may not be the case. Presently, I believe that you know that commercial banks hold about 41.4 percent of the ag debt, compared to PCA's 23 percent; consequently, almost twice as many farmers borrow from commercial banks than PCAs.

As you probably are very much aware, bankers associations and commercial banks throughout this country support the Future Farmers of America program and know how beneficial these programs are to our agricultural youth throughout the country. Since your magazine is well respected, we would hope that you would give fair treatment to this area in the future.

*Stan Matzke, Jr.  
Executive Vice President  
Nebraska Bankers Association  
Lincoln, Nebraska*

## Convention Memories

I had a great surprise this month when I went home for a visit from college. An unexpected issue of *The National FUTURE FARMER* was waiting for me! I quickly dropped my bags and poured over the pages. What great memories I found.

Your October-November issue presented the happenings for the 57th national convention. Last year I attended the 56th national convention and loved it.

I grew up in a small town that had 30

to 60 students in high school. I was active in FFA and dreamed of attending the national convention. Finally, in my senior year my dream became a reality. I can never forget the feelings I felt, or the friends I made. How can a person forget all that excitement after living all your life in a town that had less than 400 people?

I feel that the national convention is an opportunity not to be missed by any member.

*Charlynn Thompson  
Redding, California*

## An Early Start

I've enjoyed the magazine since I first got involved with the FFA in the ninth grade. I didn't really push myself for the first three years. Then, my senior year, something snapped and I decided to enter every contest. My peers had elected me vice president and I felt that I owed the Mountain Heritage Chapter something since it had given me so much. My ag electrification entry won state.

I am out of school now and I miss the FFA. That is why I encourage all present and future members to get involved early with the FFA. I can't help but think how far I could have gone if I had become involved earlier with my chapter.

*Basil Briggs  
Burnsville, North Carolina*

## Student Government Leaders

It was interesting to read former national FFA officer McClure's letter in the August-September issue.

Here at Chamberlain High School in Tampa, Florida, we have a student body of nearly 3,000. For the past few years, Chamberlain's FFA members have held numerous key positions in our student government.

Last year our school won the state title in the Student Government Parliamentary Procedure contest. The team consisted of FFA members.

The leadership capabilities our FFA members have earned respect for our program among our student body, faculty and our administration. The leadership activities provided through FFA experiences help members develop confidence and leadership skills that they can use now and later in their careers.

Student government at Chamberlain High School has greatly improved over these past few years since FFA members became involved.

*Paul R. Little  
FFA Advisor  
Tampa, Florida*

Send letters or notes with name, address and chapter to: MAILBAG, *The National FUTURE FARMER*, P.O. Box 15160, Alexandria, VA 22309. All letters are subject to editing.

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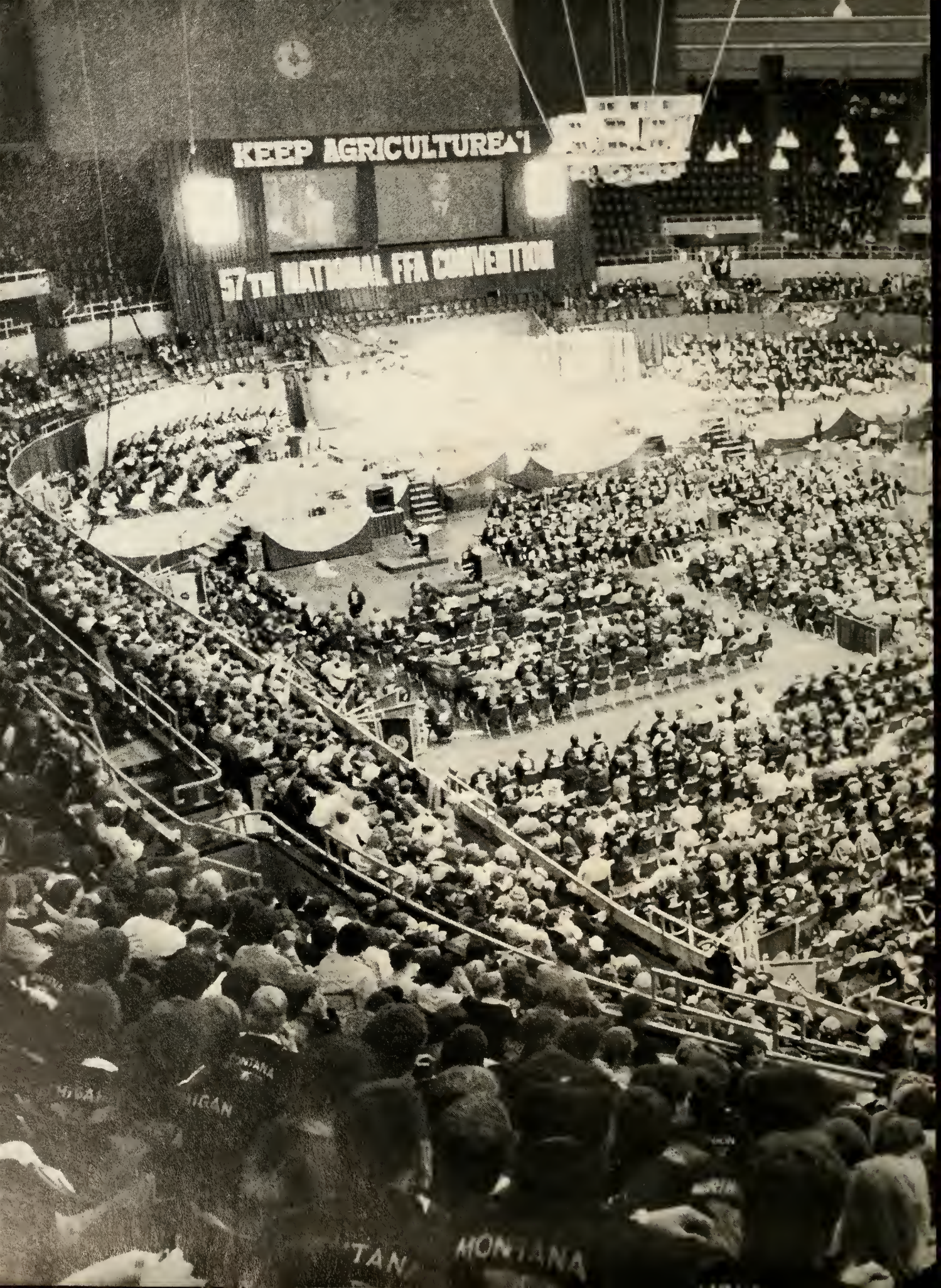
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# Special Moments

**S**PECIAL moments. Perhaps those two words, uttered by a Greenhand FFA member moments after the closing gavel, best captures the feelings of those who attended the 57th National FFA Convention held in Kansas City, Missouri, November 7-10. And each special moment, from the naming of the Star Farmer of America to National President Ron Wineinger's eloquent retiring address, demonstrated why this annual meeting has become a symbol of all that is excellent in agricultural youth.

The convention was held under the new FFA theme, "Keep Agriculture #1—Support Vocational Agriculture/FFA." Over 18,000 chapter representatives, 400 judging teams and 2,000 vo-ag instructors, as well as a host of VIPs, special guests, judges, sponsors, career show exhibitors and FFA Alumni were on hand to prove they could meet that challenge. The FFA pride and enthusiasm made itself known with each convention session, ringing applause often drowning out all other voices in convention hall, Kansas City's own municipal auditorium.

And really, who could blame FFA members for wanting to whoop it up a bit? It's been a long time since farmers have had consistently good economic times. This outpouring of spirit may have been one way to show that *determination*, in spite of hard times, is certainly not dead—at least, not among the Future Farmers of America.

If agricultural experts needed a bit of good news about the future of their industry, they could find it easily at the National FFA Convention. Perhaps most inspirational were the six national officers' retiring addresses, often stressing the importance of setting goals and making dreams come true with persistence and hard work. Kristi Lineburg, from the James Wood FFA Chapter in Winchester, Virginia, took first place in the national extemporaneous public speaking contest, as she spoke on "The Use of Computer Technology in Agriculture." John Holcomb, from the Fairview FFA Chapter, in Camden, Arkansas, won first place honors in the prepared public speaking contest with a speech entitled, "America—Let's 'Feed Out' the American Farmer."

Appearances by motivational speakers, political leaders and celebrity personalities helped add prestige and sparkle to the convention. Pat Summerall, Eddie Albert, Secretary of Transportation Elizabeth Dole, Sen. Robert Dole, Olympic Gold Medalist Bart Conner, Art Linkletter and Secretary of Agriculture John Block each addressed an appreciative crowd of FFA members.

One of the most exciting announcements came during the annual "Stars Over America" pageant. From a field of eight elite American Farmer Degree winners, Larry Nielson, of Tulare, South Dakota, was named Star Farmer of

*(Continued on next page)*



Above, 1983-84 National Officers received a standing ovation for their year of service to the FFA. From Left, Ron Wineinger, Bill Caraway, Chuck Duggar, Rhonda Scheulen, Carol Irvine and Melody Lawson.

# Convention

(Continued from page 11)

America, and Rex Wichert, of Fairview, Oklahoma, named Star Agribusinessman of America. Larry, son of Orlin and Fern Nielson, began his FFA career with only 145 feeder pigs. Today he owns an 800-acre diversified dryland and irrigated farm where he raises corn, soybeans, barley, wheat, alfalfa, beef and swine. He earned first place in the state extemporaneous speaking contest, and served as South Dakota FFA President in 1981.

Rex, son of Loyd and Clara Wichert, began vocational agriculture with even fewer head of livestock and only 20 acres of crops as his SOE program. Soon after his freshman year of high school, he set his goal to become successful in agribusiness. Today he owns a lucrative custom hay-baling business. He has also worked as a part-time electrician, farm laborer and ag mechanic.

The National FFA Foundation found the convention floor an appropriate place to claim a new fund-raising record for FFA. Hilmer Jones, 1984 Foundation sponsoring board chairman and vice

president of MSD AGVET Division of Merck and Co., announced the Foundation had raised more than \$1.9 million during 1984. Moments later, the Foundation installed Carl F. Gerhardt, senior vice president of Alfa-Laval Inc., as the 1985 FFA Foundation Sponsors' Advisory Board Chairman. In a dramatic moment, Mr. Gerhardt pledged to break the \$2 million mark by the 1985 convention.

It seemed natural that the Foundation should reach such a milestone during its 40th anniversary year. Since 1944, the FFA Foundation has provided over \$18



Above, Star Farmer of America Larry O. Nielson, of Tulare, South Dakota, and Star Agribusinessman Rex Wichert, of Fairview, Oklahoma, show their pleasure in receiving the FFA's highest award. Below, right to left, the 1984-85 national officer nominating committee selected Steve Meredith, Kentucky, president, Michael J. Gayaldo, California, secretary, Brad Bass, Texas, western region veep, Nanci Mason, Mississippi, southern region veep, Graham Boyd, North Carolina, eastern region veep, and Mike Barrett, Nebraska, central region veep.



Photos by Michael Wilson, Jim Sheehan, Orlin Wagner, Tim Stroda, Molly Wilson, Jeanette Jones

Right, TV personality Art Linkletter and sports commentator Pat Summerall motivated convention-goers. Below, Kristi Lineburg, Virginia, and John Holcomb, Arkansas, earned top honors in the FFA extemporaneous and prepared public speaking contests.



Above, Michael Gayaldo reacts to his national officer nomination.

## Convention Highlights '84

million to FFA members used for incentive awards, leadership and citizenship activities, FFA films and international travel. In tribute, FFA members stood and cheered for favorite sponsor companies as Bill Caraway, national FFA secretary, announced names over the convention loudspeaker system.

Convention fever spilled into other areas of Kansas City that week as well. Country-western singer Mickey Gilley delighted an audience of blue-jacketed teenagers during "FFA Day At The Royal." The performance was a highlight of the American Royal, which, since its

beginning in 1899, has grown to become the largest combined livestock, horse show and rodeo in the nation.

The competitive spirit was also high this week, as nine judging contests, from floriculture to livestock, were held for hundreds of FFA teams. In nearby H. Roe Bartle hall, the agricultural career show helped FFA members find out more about different career areas. The show began in 1966 with 12 exhibitors, and has grown to hold 181 exhibits from trade associations, professional societies, educational institutions and agribusiness firms this year.

One exhibitor offered "hands on" training to both vo-ag students and teachers. Staff members from AgriData Network, sponsors of "Ag Ed Network," held hands-on workshops on the new computer network throughout the convention. The network was designed strictly for vo-ag programs nationwide.

The National FFA Alumni Association, also meeting in Bartle Hall, conducted five leadership workshops, four special interest workshops and two special Dale Carnegie workshops during the convention. Often held by former national

*(Continued on next page)*



Above, members from judging teams faced stiff competition as they tried for national judging titles.

Below: there were tense moments for several FFA members competing in contests for national awards. Here, Gary Berg, of Eatonville, Washington, acknowledges his national title in FFA's Forest Management proficiency program.



# Convention

(Continued from page 13)

officers, the workshops motivated and inspired over 6,000 FFA members in attendance.

## The Kansas City Welcome Mat

Through the years, this annual gathering in the nation's agribusiness capital has become almost legendary among Kansas City residents. Like a pilgrimage, the blue jackets come pouring into the city each November, as KC residents

eagerly fling out their welcome mats and hotel managers hire more waiters and waitresses. Whether it's an FFA member bringing in a steer to show at the American Royal, or a cab driver giving a Greenhand and his advisor a ride from the airport, one thing is clear: it's people that make the convention go.

Months before the jackets hit town, Kansas City businesses are already gearing up. One member of the Kansas City Advisory Board told National FFA Officers and staff members early in the week that \$35 million in business is generated

as a result of the convention. Thousands of extra hamburgers are shipped in to a McDonald's restaurant in a mall near convention headquarters—this week, the fast-food restaurant will outsell every other McDonald's in the region.

It is ironic that a huge undertaking like the National FFA Convention swelled from such humble beginnings. The FFA was "born" in a small hotel just two blocks from that McDonald's restaurant, 57 years ago. The blue jackets have poured into this city each year ever since. ●●●

Right, Secretary of Transportation Elizabeth Dole and Sen. Robert Dole motivated and challenged FFA members. Below, from fiddlers to pickers, many FFA members showed their musical talent throughout the convention.



Left, 1984 Olympic gold medalist Bart Conners, and below, Mamie McCullough, the "I Can Lady," gave remarks on freedom and motivation.



Below, drummers from the National Band concentrate on a top-notch performance. The Chorus and Band stirred the crowd with many patriotic numbers. Below right, Actor Eddie Albert spoke at the convention and used his free time to help film an upcoming television special about young people in agriculture.



# Convention Highlights '84

| Name of Award                        | Central Region                                                              | Eastern Region                                 | Southern Region                              | Western Region                                                                                                                      | Sponsor                                                                                                                     |
|--------------------------------------|-----------------------------------------------------------------------------|------------------------------------------------|----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------|
| Star American Farmer                 | <b>Larry Nielson</b><br>Tulare, South Dakota                                | John Kline<br>Myerstown, Pennsylvania          | Steven Rogers<br>Speedwell, Tennessee        | Mark McKay<br>St. Paul, Oregon                                                                                                      | National FFA Foundation<br>General Fund                                                                                     |
| Star Agribusinessman                 | Michael Fuhler<br>Trenton, Illinois                                         | Mark Anderson<br>East Berlin, Pennsylvania     | Carolyn Martin<br>Baxter, Tennessee          | <b>Rex Wichert</b><br>Fairview, Oklahoma                                                                                            | National FFA Foundation<br>General Fund                                                                                     |
| Prepared Public Speaking             | James Humphrey II<br>Mound City, Missouri                                   | Barbara Parish<br>Prospect, Ohio               | <b>John Holcomb</b><br>Camden, Arkansas      | Jay Schindler<br>Idaho Falls, Idaho                                                                                                 | FMC Foundation                                                                                                              |
| Extemporaneous Public Speaking       | Scott Gehlbach<br>Lincoln, Illinois                                         | <b>Kristi Lineburg</b><br>Middletown, Virginia | Douglas McKoy<br>Bronson, Florida            | Gale Russell<br>Roswell, New Mexico                                                                                                 | American Farm Bureau<br>Federation                                                                                          |
| <b>Agricultural Proficiency</b>      |                                                                             |                                                |                                              |                                                                                                                                     |                                                                                                                             |
| Agricultural Electrification         | Robert Steffes<br>Mt. Calvary, Wisconsin                                    | Jeff Dasher<br>Marion, Ohio                    | Terry England<br>Auburn, Georgia             | <b>Brian Hunt</b><br>Cleburne, Texas                                                                                                | National Food and Energy Council,<br>Inc.; Klein Tools, Inc.                                                                |
| Agricultural Mechanics               | <b>Dave Seil</b><br>Gowrie, Iowa                                            | Shawn Walter<br>Mifflinburg, PA                | Ron Mears<br>Blountstown, Florida            | Scott Blackman<br>Wolf Creek, Montana                                                                                               | International Harvester<br>Company                                                                                          |
| Agricultural Processing              | <b>Scott Potts</b><br>Green Bay, Wisconsin                                  | Paul Hesselbach<br>Fremont, Ohio               | Paul Pevey<br>Rincon, Georgia                | Gregg Lafayette<br>Monmouth, Oregon                                                                                                 | Cargill Foundation                                                                                                          |
| Agricultural Sales and/or Service    | Jeffrey Moon<br>Hayfield, Minnesota                                         | Russell Crabtree<br>Albany, Ohio               | <b>Tony Barrington</b><br>Mayo, Florida      | Kristy Selman<br>Tremonton, Utah                                                                                                    | Allis-Chalmers Corporation                                                                                                  |
| Beef Production                      | Joe Nehar<br>Madison, Indiana                                               | <b>Charles Cole</b><br>New Milton, Wisconsin   | Kord Robertson<br>Zolfo Springs, Florida     | Peter Jensen<br>El Reno, Oklahoma                                                                                                   | NASCO International, Inc.;<br>Sperry New Holland                                                                            |
| Crop Production                      | David Decker<br>Walker, Iowa                                                | Scott Apple<br>Bowling Green, Ohio             | Randy Lee<br>Oak Grove, Louisiana            | <b>Lyle Blakley</b><br>Oologah, Oklahoma                                                                                            | Massey-Ferguson                                                                                                             |
| Dairy Production                     | Stan Becher<br>Berne, Indiana                                               | <b>Wilson Korth</b><br>Cornwall Bridge, CT     | John Scarlett<br>New Market, Tennessee       | Kris Koon<br>Braashear, Texas                                                                                                       | New Idea Farm Equipment Corp.;<br>Alfa-Laval, Inc. Agri-Group<br>DeLaval and West Agro Brands;<br>American Breeders Service |
| Diversified Livestock Production     | Jim Flower<br>Benson, Minnesota                                             | <b>Brian McClarren</b><br>Delta, Ohio          | Scott Helton<br>Rogersville, Tennessee       | Cindy Blair<br>Noble, Oklahoma                                                                                                      | A.O. Smith Harvestore Products, Inc<br>Wayne Feeds Div., Continental<br>Grain Co.                                           |
| Fish and Wildlife Management         | Julie Hyland<br>Rockford, Illinois                                          | Richard Stickles, Jr.<br>Strasburg, Virginia   | <b>Tony Johnson</b><br>Lexington, Tennessee  | Roger Glick<br>McAllen, Texas                                                                                                       | Philip Morris Incorporated                                                                                                  |
| Floriculture                         | <b>Donna Lyons</b><br>DeKalb, Illinois                                      | Tracy Hitchner<br>Bridgeton, New Jersey        | Tammie Hardwick<br>Milton, Florida           | Tammy Fugate<br>Guthrie, Oklahoma                                                                                                   | Lario Corporation; Nursery Supplies<br>Inc.; Paul Ecke Poinsettia Ranch                                                     |
| Forest Management                    | Karen Armstrong<br>Springville, Indiana                                     | Nail Mooers<br>Stratford, NH                   | Jamie Owens<br>Obion, Tennessee              | <b>Gary Berg</b><br>Eatonville, WA                                                                                                  | Weyerhaeuser Company<br>Foundation                                                                                          |
| Fruit and/or Vegetable Production    | Dennis Duntin<br>Fort Wayne, Indiana                                        | <b>John Klickman</b><br>Elmore, Ohio           | Scott Christmas<br>ChIPLEY, Florida          | Eric Hassel<br>Wenatchee, WA                                                                                                        | Briggs & Stratton Corporation<br>Foundation, Inc.                                                                           |
| Home and/or Farmstead Improvement    | <b>Rod Earley</b><br>Greencastle, Indiana                                   | Kirk Crammer<br>Mt. Airy, Maryland             | Scott Clause<br>Carencro, Louisiana          | Shawn Gralla<br>Lexington, Oklahoma                                                                                                 | Upjohn, TUCO, Asgrow and Cobb<br>Agricultural Div. of The Upjohn Co.                                                        |
| Horse                                | Teresa Scheel<br>Harlan, Iowa                                               | Brad Kearns<br>High Point, NC                  | <b>Donna Lee</b><br>Newberry, Florida        | Doris Wallis<br>Gillette, Wyoming                                                                                                   | The American Quarter Horse<br>Association                                                                                   |
| Nursery Operations                   | Mark Hilligoss<br>Sharpville, Indiana                                       | Jamie Frey<br>Quararyville, PA                 | Bradley Foster<br>McMinnville, TN            | Kenneth Patience<br>Lynden, Washington                                                                                              | Weyerhaeuser Company<br>Foundation                                                                                          |
| Outdoor Recreation                   | Jim Shimek<br>Willmar, Minnesota                                            | Sherrie Husted<br>Hartville, Ohio              | Buster Bramblett<br>Ocoee, Tennessee         | <b>Chris Clements</b><br>Picacho, New Mexico                                                                                        | National FFA Foundation<br>General Fund                                                                                     |
| Placement in Agricultural Production | <b>John Kretzmeier</b><br>West Lafayette, IN                                | Mark Wartz<br>Ashland, Ohio                    | Don Noblin<br>Natchitoches, LA               | Ray Funk<br>Custer, Washington                                                                                                      | Claas of America, Inc.; The Shell<br>Companies Foundation, Inc.;<br>Hesston Corp.                                           |
| Poultry Production                   | Jerry Ganev<br>Albion, Michigan                                             | <b>Douglas Cox</b><br>Monroe, NC               | Ralph Funderburk<br>Florien, Louisiana       | Buddy Curry<br>Jay, Oklahoma                                                                                                        | Kentucky Fried Chicken of<br>Oklahoma; Red Brand<br>Fence/Keystone Steel & Wire Co.                                         |
| Sheep Production                     | <b>Rick Andresen</b><br>Keystone, Iowa                                      | Jeffery Kiracofe<br>Bridgewater, Virginia      | Tremayne Duhon<br>Rayne, Louisiana           | Traci Sliester<br>Prather, California                                                                                               | Carnation Company-Milling Div.;<br>American Sheep Producers Council<br>Inc./Sheep Industry Development<br>Program, Inc.     |
| Soil and Water Management            | Matthew Rekeawag<br>Woodburn, Indiana                                       | Billy Crank<br>Handerson, WV                   | <b>Marty Wooten</b><br>Ider, Alabama         | Mark Rothwell<br>Spring, Texas                                                                                                      | Ford Motor Company Fund                                                                                                     |
| Swine Production                     | Kimberly O'Banion<br>Campbellsville, KY                                     | Calvin Brown<br>Waterloo, New York             | <b>Chris Winstead</b><br>Martin, Tennessee   | Christi Renz<br>Kahlotus, Washington                                                                                                | Pfizer Inc.                                                                                                                 |
| Turf and Landscape Management        | Paul Janulewicz<br>Clarks, Nebraska                                         | Paul Brasseur<br>Acushnet, MA                  | <b>Andy Hornick</b><br>Avon Park, Florida    | Dale Garrett<br>Guthrie, Oklahoma                                                                                                   | O.M. Scott & Sons                                                                                                           |
| National BOAC Citation               | Mankato FFA<br>Mankota, Kansas                                              | Marion County FFA<br>Farmington, WV            | <b>Bunnell FFA</b><br>Bunnell, Florida       | Elma FFA<br>Elma, Washington                                                                                                        | R.J. Reynolds Industries, Inc.                                                                                              |
| Contest                              | <b>Winning Team</b>                                                         |                                                | <b>High Individual</b>                       | <b>Sponsor</b>                                                                                                                      |                                                                                                                             |
| Agricultural Mechanics               | Washington—James Campbell, Rick Wesley, Dale Lutz;<br>Vancouver             |                                                | <b>Dale Lutz</b><br>Vancouver, Washington    | Firststone Trust Fund                                                                                                               |                                                                                                                             |
| Dairy Cattle                         | California—Gary Fernandes, Frank Nunes, Tim Souza;<br>Tulare                |                                                | <b>Tim Souza</b><br>Tulare, California       | Associated Milk Producers,<br>Inc.                                                                                                  |                                                                                                                             |
| Farm Business Management             | Missouri—Doug Luebbering, George Luabbering, Steve<br>Wieberg; West Phalia  |                                                | <b>Jerry Ward</b><br>Oologah, Oklahoma       | Deere & Co.                                                                                                                         |                                                                                                                             |
| Floriculture                         | North Carolina—John Kirkman, Steven Canterbury, Marvin<br>Burns; Bear Creek |                                                | <b>John Hatfield</b><br>Dunwoody, Georgia    | National FFA Foundation, Inc.                                                                                                       |                                                                                                                             |
| Livestock                            | New Mexico—David Larson, Warren Metzger, Johnny<br>Perez; Estancia          |                                                | <b>Steve Simmons</b><br>Clovis, California   | Ralston Purina Company                                                                                                              |                                                                                                                             |
| Meats                                | Texas—Robert Cope, Todd Martin, Mike Parrish; Mason                         |                                                | <b>Todd Martin</b><br>Mason, Texas           | Geo. A. Hormel & Co.; Oscar Mayer Foods Corporation                                                                                 |                                                                                                                             |
| Milk Quality and Dairy Foods         | California—April Engen, Lee Ann Crose, Suzann Congdon;<br>Hanford           |                                                | <b>Suzann Congdon</b><br>Hanford, California | Mid-America Dairyman, Inc.;<br>Patz Company                                                                                         |                                                                                                                             |
| Nursery/Landscape                    | Washington—Steve Trader, Doug Maunch, Michelle<br>McClure; Everett          |                                                | <b>Diane Webber</b><br>Coushatta, Louisiana  | American Association of Nurserymen; Wholesale Nursery<br>Growers of America; Amfac Garden Products, Inc.;<br>Kubota Tractor Company |                                                                                                                             |
| Poultry                              | Oklahoma—Mary Phillips; Sean Holcombe, Tammy Curry;<br>Jay                  |                                                | <b>Mary Phillips</b><br>Jay, Oklahoma        | Hubbard Farms; Victor F. Weaver, Inc.                                                                                               |                                                                                                                             |



## Professional Farm Management

By Shirley Jones

**A**MID all the publicity over agricultural issues such as commodity prices, farm foreclosures and animal rights, a big change is taking place. Very quietly, without much notice in the press, the number of "absentee landowners" (people who own farms but do not work them) on America's farms and ranches is increasing.

The number of farms owned by people whose main occupation is *not* farming has reached nearly 40 percent in the United States. People who own these farms may not live on them, or even near them.

Enter the professional farm manager, a person who sees to it that decisions are made, the work gets done and the products are sold. There is a big need—an *increasing* need if the statistics hold true—for people who have the skills to perform this demanding service.

Demanding, because the main responsibility is to generate maximum income. Demanding, because *Agri Finance* magazine says the average farm management service manages 33 farms with an average of 535 acres each.

The largest of these companies, Farmers National Company, located in Omaha, Nebraska, manages 3,297 farms totaling 845,000 acres.

Let's look at the duties of a farm manager. When landowners hire a farm manager, most find managers employed in three major ways—by a farm management firm, by a commercial bank that has

a farm management service or self-employed.

A landowner looks for someone who has the skill to make decisions about how best to use farmland or manage livestock. Deciding what to plant, when to plant, which seed, herbicides, pesticides or animal health products to use, and if buildings or equipment are needed, is a big job. Top that off with responsibilities for record keeping, hiring a tenant to do the farmwork, preparing tax information and marketing, and you wonder how a farm manager can take care of one farm let alone the several he may have responsibility for.

Marty Thornton, a former vocational agriculture instructor who now manages farms for People's Bank of Bloomington, Illinois, says it takes patience, tact, honesty and the ability to work well with people. The service at People's Bank of Bloomington is the 35th largest in the country, and manages 200 farms totaling 51,000 acres.

### Switch Roles

"You have to be able to talk with people, to develop give-and-take relationships with them," says Mr. Thornton. Farm managers continually switch roles, he says, since they work *for* the landowner but must *supervise* the tenant they hired to work the farm. The key is honesty, tact and the ability to control a temper when emotions run high.

A person who works for a service is paid a salary. Mr. Thornton says starting salaries for college graduates range from

\$14,000 to \$18,000 per year, depending on skills, activities and grades. However, the fee paid to a service by a landowner is based on the gross farm income, which is affected by crop yield, livestock production and commodity prices.

That means farm managers must have excellent management skills and well-developed talents, says Mr. Thornton.

A college degree is not a hard and fast rule, but most farm managers have them—in ag economics, ag finance or general agribusiness. Mr. Thornton recommends a degree because of the vast amount of knowledge a manager needs.

High school students can prepare by taking all the agriculture, math, science and communications courses possible. Accounting is also a good idea, to become familiar with financial statements and record keeping. FFA programs and contests are a good idea, testifies Mr. Thornton, whose present public speaking schedule was made possible by early practice in FFA.

"I was a very shy individual when I started high school," he says. "I got plugged into the public and extemporaneous speaking contests, and today I speak throughout the country, and have even done so in Switzerland and Germany."

The job is rewarding, he says, because

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*Starting salaries for college  
graduates range from \$14,000  
to \$18,000 per year, depending  
on skills, activities and grades.*

---

of how people react to success and the relationships that develop. "When you help them financially it's good; but hopefully, it's more than that," he says. "Long after they've sold the property, hopefully, you've left them with a memory of integrity, cooperation."

Cooperation, the basis on which business is built and kept, is challenging, because of long hours and the emotion that can accompany a changing economy.

Professional farm management has potential to be a growth area for young people looking toward agricultural careers. For more information, contact the ag economics department of your state university, or the farm management division of a local commercial bank. •••

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*Editor's note: This article concludes The National FUTURE FARMER's on-going series on Careers In Agriculture. We recognize the need for current information on agricultural careers, and plan to continue providing career information in the future.*

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It's not easy to become established in farming these days. But Todd Mitchell's burning desire to farm helped him beat the odds.

By Michael Wilson

# The Farming Fever



**T**ODD Mitchell, 20, is living proof you can still become established as a farmer, even if your parents don't farm.

"Farming is a fever to me," says Todd, recently named Michigan Star Farmer.

Hailing from Colon, Michigan, Todd wasn't "born into farming" like many FFA members. Although his family has lived on a small farm for 14 years, his dad works as a machinery shop foreman and his mom, a medical secretary. Yet his burning desire to farm has edged him closer each day to an established career.

Last year Todd farmed over 270 rented acres and finished about 185 feeder pigs, including 40 that he farrowed himself. He says someday, if he stays in partnership with 17-year-old brother Steve, he'd like to farm 1,000 acres and feed out 2,000 pigs per year.

### Opportunity Knocks

Todd spotted an opportunity to farm

on his own after raising four pigs his first year in FFA. His dad gave permission to use a vacant back lot on the farm, so Todd bought 18 more hogs, "just to see if I could make a little profit," he says.

Todd did have some farm experience, working on his grandfather's farm. "My grandpa carried me on the tractor since I was big enough to ask," says Todd, who credits his grandfather with teaching him the basics of crop rotation and sound equipment purchasing decisions.

"My grandfather can pick out the bad



Above, Todd and Rebecca Mitchell, at home in Colon, Michigan.

Below, Todd gives iron shots to new-born piglets. Says Todd: "Farrowing pigs is like getting thrown off a bronco. You've got to get back on when it throws you."



Photos by Author

and good aspects of a piece of machinery quicker than I can," he says.

Still, Todd faced an uphill road as a beginning farmer. He says his vocational agriculture coursework at Colon High School helped fill some of the gaps. "We talked about the basics in class," Todd remembers. "Feed rations, facilities, marketing, profit and loss. It gave me the confidence to get more involved."

In 1981 Todd finished 100 head of hogs in a couple small, old buildings on the farm. "That was the first year I tried farrowing," he recalls. "It wasn't what you would call a 'great' experience. Two litters from gilts were killed instantly. The gilts made sure of it. I didn't have the money to call the vet.

"That turned me off quite a bit," he says ruefully.

Still, Todd's fever for farming remained undaunted, and farrowing soon became easier. He tried it again in the spring of '82, when he finished 125 pigs. He plans to send about 300 hogs to market this year, "now that I've got the hang of it," he grins.

"Farrowing pigs is like getting thrown  
(Continued on next page)

## Starting Small, Starting Strong

**T**ODD Mitchell sets a good example for those who want to (or are forced to) start farming on a small scale with limited resources.

Here's a checklist of tips from his experience:

1. **Buy sound, used equipment; or exchange labor for use of a relative's or neighbor's equipment.** Todd says he recently bought a used feed grinder. "It's nothing new, it's nothing big, but it gets the job done," he says. "That grinder has probably saved 15 percent on my feed bill, payments included."

2. **Establish yourself financially.** Todd says one of the most difficult challenges was getting credit to farm. He borrowed \$10,000 last year for operational expenses with his dad as a co-signer, and was able to pay off the debt in the fall after selling his crops and hogs. This year he borrowed the same amount—but he signed for the loan himself.

3. **Keep an open line of communication with creditors.** "My banker has been helpful," says Todd. "A lot of community agribusiness creditors have helped me, and sometimes they extend my credit if I

need it. But I let them know what I'm doing on the farm."

4. **Watch your debt load.** "Rebecca and I just bought an old farmhouse and some land," Todd says. "We're not buying any more until we get that paid off first."

5. **Family support.** Even though Todd's parents do not farm, they do support his FFA projects and interest in farming. Todd's father Phil says, "We talked it over one day and he said he was going to stick with it. That was enough for me." Todd says his family's emotional and financial support was very helpful. •••

# Farm Fever

(Continued from page 19)

off a bronco," Todd likes to say. "You've got to get back on when it throws you. I'm not the kind to just let things slide by."

## Partnerships Helped

One way Todd has become established financially is by obtaining capital working with others. Though he's only 20 years old, Todd has worked on several different partnerships over the last few years. He has provided labor in cropping partnerships with his grandfather, his dad, and a neighboring farmer.

He currently farms in partnership with his younger brother, raising corn, soybeans, wheat, alfalfa and clover. Corn and wheat are used for feed, and much of the soybeans and hay will be sold as cash crops.

Todd hopes the partnership he most

## MITCHELL: "Marketing is probably the most important aspect of farming."

recently entered will be a permanent one. He married his high school sweetheart and FFA classmate, Rebecca, in August. The newlyweds purchased a farm house and 10 acres of land which they hope to improve if hog prices hold up. "Hogs are paying the bills around here," Todd says. "Our first goal is to pay off the farm and get on our feet."

## Marketing

Todd uses forward contracting to market both hogs and crops. "Marketing is one of the most important aspects of farming," he says. Rebecca, who also loves the farm, says being young and open-minded is an advantage for Todd.

"Some of the older farmers won't

touch the futures market," she says. "That's why some of the younger farmers are doing better."

Todd, gesturing to his new wife, says, "I've gotta give her a lot of credit. She's stood behind me through a lot of stuff. When hog prices hit 36 cents I said 'That's it darlin', we're not going out this weekend!'"

Getting established slowly, one step at a time, has paid off for Todd. He knows that there will still be more challenges to face, and that expansion will come slowly. Even so, he is well on his way toward his dream of farming — even if he was never "born into it." As he says, "It's an occupation I've chosen. No one encouraged me or discouraged me. I want to farm for the rest of my life."

No doubt this is one farmer who will. ●●●

Above, one way Todd cuts his production expenses is by purchasing used equipment. Here he loads shelled corn into a "new" used feed grinder.



## QUIZ YOURSELF: TOP FARM STATES

Here's a chance to test your knowledge of current agricultural trends. According to USDA, which state ranks highest in these categories? (Answers are found below.)

1. Number of farms?
2. Average farm size?
3. Acres planted to principal crops?
4. Cash receipts from crop marketings?
5. Cash receipts from livestock marketings?
6. Sales of agricultural exports, all products?
7. Government farm payments?
8. Net farm income after inventory adjustment?
9. Average cash receipts per farm?
10. Exports in dairy products?

Answers: 1. Texas, with 184,000 farms; 2. Arizona, averaging 5,557 acres per farm (the U.S. average is 437 acres per farm); 3. Iowa, with 26 million acres; 4. California, with \$9.94 billion per year (U.S. total: \$74.4 billion per year); 5. Iowa, with \$6.01 billion per year; 6. Illinois, with \$2.9 billion per year, barely tops Iowa, with \$2.8 billion in sales; 7. Texas, with \$644 million per year; 8. California, with \$3.01 billion per year; 9. Arizona, at \$230,192 per farm; 10. Wisconsin, with \$73 million per year.

(Answers reflect 1982 and 1983 totals.)

Below, Todd and Rebecca take pleasure in looking over the livestock. "Our first goal is to pay off the farm and get on our feet," Todd says.



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NFF

# Spencer Wins "Achievement in Volunteerism" Award

**FFA'er Bonnie Spencer helps knit her community closer together by leading her chapter's BOAC projects**

**Y**OU wonder what Bonnie Spencer might have been able to accomplish if she were older, and if there were more than 24 hours in a day.

As it is, the 16-year-old has managed to keep up with her school work, promote tourism in her home state, help renovate a schoolhouse and historic barn (later converted into museums), work with local government, and still find time for jogging, hunting and fishing. And she recently returned from Washington, D.C., where she received the FFA's national Achievement in Volunteerism award.

Bonnie, president of the Marion County FFA Chapter at Marion County Vo-Tech School in Farmington, West Virginia, was honored at a five-day conference on Building Our American Communities (BOAC), an FFA community development program sponsored by R.J. Reynolds Industries, Inc.

Bonnie co-chaired her FFA chapter's recent BOAC project of restoring an 80-year-old round barn as an agricultural museum. She was also active in the chapter's efforts to renovate an old

***SPENCER: "...I felt good when dozens of community leaders and state officials praised the FFA for its community development efforts..."***

school as a museum in 1982. The projects were developed in response to the severe coal mining slump in her county, to preserve the heritage of the region and contribute to the community's economy.

FFA projects have given Bonnie the opportunity to meet mayors, to serve on the city council as an FFA representative and to visit the White House. She has appeared on television and radio to ask for community support.

"The highlight has been the community response and concern," Bonnie says. "As president and BOAC Chairperson, I felt good when dozens of community leaders and state officials praised the FFA for its community development efforts and declared May 20th 'Marion County FFA Day.'"

"BOAC is such an asset to our community. Students have gotten the chance



Top, Bonnie Spencer of Fairmont, West Virginia, was named winner of the 1984 BOAC "Achievement in Volunteerism" Award at a ceremony in Washington, D.C. Shown with Bonnie is Gerald Long (left), president of R.J. Reynolds Tobacco Company, and 1983-84 National FFA President Ron Wineinger. Above, Bonnie co-chaired her FFA chapter's project of restoring this historic round barn, converting it into an agricultural museum.

to work with many local people and county and state organizations," she adds. "That kind of involvement knits the community closer together."

What makes BOAC work, says Bonnie, is volunteerism. "Our community would not be much of a community if it weren't for volunteers. We don't have the funding to pay someone for all the work that's done here. Many things couldn't be accomplished without volunteers."

## Comparing Ideas

While in Washington in October, Bonnie interned in Congressman Alan Mollohan's office, and attended briefings at the U.S. Department of Agriculture and the Senate Agriculture Committee. She also met Anthony Quinn, star of "Zorba the Greek," backstage at the Kennedy Center.

"One of the best things about the trip

was comparing ideas about community projects with FFA advisors and winners," she says. "We're already using some of the ideas we got in Washington."

Bonnie plans to earn a college degree in agriculture, with hopes to become a vo-ag teacher. "I would also like to become active in city government someday," she says.

For now, she's busy with school and church activities, serving as a museum tour guide, helping her FFA chapter promote tourism, and sometimes visiting patients in a local nursing home.

Bonnie believes that the time she's given to FFA and BOAC has been a good personal investment. "Working in the FFA has given me confidence and taught me how to communicate with people," says Bonnie, a very poised young lady. "I used to be so shy that I had trouble standing up in class to give a book report."

...

# Dekalb Award Honors Top Seniors

SCHOLARSHIP, leadership and supervised agricultural activities are all characteristics of an outstanding vo-ag student. Each year in high schools across the nation, these three elements are used as criteria for selecting the DEKALB Ag Accomplishment Award winner—the most outstanding high school senior in each vo-ag department.

Since its beginning in 1947, more than 100,000 vo-ag students have earned this award, sponsored by DEKALB AgResearch, Inc. and DEKALB-PFIZER GENETICS. "We consider our sponsorship an investment in the future," says Ron Scherer, director of Corporate Public Relations. Mr. Scherer points out that past recipients are involved in all aspects of agriculture—from farming to agribusiness.

"The company has long been a supporter of agricultural youth," says Mr. Scherer, a former state FFA officer and American Farmer degree recipient. "Many of the people who first got the company off the ground worked in ag extension or as vo-ag teachers. They felt youth activities like FFA and vo-ag were worthwhile ventures."

In its early days, the award was limited to midwest high schools. "Today, the award is offered all over the country," he says. "This year about 4,000 awards were presented to vo-ag seniors—about 50 percent of all vo-ag departments."

The award has built a stature for itself over the years. "It's through the continued support of agricultural industries that today's youth are given the incentive to strive for higher goals," says Deena Pierce, a 1983 recipient from the Ceres FFA Chapter, Ceres, California. Mr. Scherer, also a Dekalb award winner as a high school senior, adds, "That was one of the things that made me become more active in FFA. Of course, at that time I

had no idea I would end up working for the company."

Winners are selected based on a 100-point rating system: 30 points for scholarship (class rank), 30 points for leadership (including local affairs, offices held in school, public speaking, county, district, state and national affairs and ability to conduct meetings) and 40 points for a student's SOE program (project evaluation and ag career experience).

Each school pays only the cost of

engraving the winner's name on the multi-year walnut plaque presented to each FFA chapter. Individual winners receive an award pin and an engraved certificate.

If you would like more information on how your school's vo-ag department can participate in the awards program, contact Ron Scherer, DEKALB AgResearch, Inc., Corporate Public Relations Department, 3100 Sycamore Road, Dekalb, Illinois 60115. ●●●

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"Well, it looks like we've just made the endangered species list."

# Questions Ag Students Ask Most About

## COLLEGE



**Three out of four vo-ag students will get higher education after high school graduation. Here, top vo-ag teachers and college professors answer key questions from college-bound students.**

**Q: What jobs are available after graduation from college or vo-tech programs?**

**A:** Often, agricultural jobs are dictated by the type of agriculture most common in your area. And although many colleges have built good reputations for high quality education in certain areas, most are more than adequate at preparing graduates for whatever jobs found in your area of the country.

Students earning a four-year degree can expect a wide range of job options upon college graduation, including ag finance or farm credit, ag communications, teaching vocational agriculture, government, ag research, economics, mechanics, engineering, production agriculture or agribusiness. There is also a demand for qualified people in new areas like agricultural computing or robotic technicians (see article in this issue.)

"From a vo-tech standpoint, we find that over 50 percent of our students return to the farm or ranch," says Myron Sonne, a 17-year South Dakota vo-ag teacher. "Those that go into agribusiness work in feed mills, cooperatives, stockyards, elevators, fertilizer distributors, animal health departments or large farm production units such as farrowing and feedlots.

"Many of those who are aggressive rise to the management

level within five years," he says, "and their salaries reflect their advancements."

One place to find information about job opportunities is at your school library or guidance office, says Dr. Gary Leske, a former vo-ag instructor who now teaches agricultural education at the University of Minnesota. You can also ask the placement officers or instructors at the college you want to attend.

"Be sure to ask them the basis for their outlook statements, and why they believe the demand for workers in your area will be high," warns Dr. Leske. "These people are in contact with a number of employers. They want to help you, not sell you by using bad information."

**Q: How long should I go to college? Do I need to attend for four years?**

**A:** In general, the more education you have, the better off you will be. Mr. Sonne says students who are interested in returning to the home farm or ranch are more suited to a one or two year training program above the secondary level. However, for those interested in highly-specialized professions, such as ag engineering or ag communications, four

years of training after high school is a must.

Ask your vo-ag instructor about years of training needed for specific career areas.

**Q: Will I get a good job after graduation if I go to school at \_\_\_\_\_ and study \_\_\_\_\_?**

A: Most often, fears about where to study or what to study are wasted energy. "High quality graduates are always in demand," says Dr. Ronald A. Brown, professor of agricultural and extension education at Mississippi State University.

"In the past ten years I cannot remember a graduate who was unemployable," he says. But even with good past results, a new college graduate has no guarantees of employment no matter what institution he or she attends. The key is flexibility. "Sometimes getting the position desired means moving to another part of the state, but rarely is it necessary to move out of your home state," says Dr. Brown.

"The quality of the position doesn't depend on a degree only, but on the quality and scope of work done by the student," Dr. Brown explains. "For example, involvement in the Collegiate FFA chapter provides practice in 'people skills,' desired by a variety of employers."

**Q: How hard is college compared to high school?**

A: "We review a person's high school grades and scores on the ACT or SAT, but follow the general idea that most people can succeed if they work hard enough," Dr. Brown says.

Dr. Leske says entering a quality program will demand more effort on your part because the expectations will be higher. "How you use study time is critical," he says. "Most college professors expect two hours of study for every hour of class time. You will need to organize your time and use it effectively."

*LESKE: "Most college professors expect two hours of study for every hour of class time."*

**Q: What should I study in college?**

A: What you plan to study in college should be a direct outlet of your personal and career interests and goals. "Often students try to live up to a parent's expectations," says Ross Smith, an 18-year vo-ag teacher at Lauderdale County High

School, Rogersville, Alabama. "Or they try to pursue a career because that is where the crowd is. These students find themselves miserable in a course of study they are really not interested in."

Look at the opportunities available and the chances for advancement in your potential field of study. Consider all the skills you possess that might add to success in a given field.

**Q: How do I learn about the reputation of a school or school's program area?**

A: Two obvious factors to consider are the success of graduates and quality of the faculty, says Professor Leske. "State or area colleges or programs with large numbers of graduates normally develop a public reputation—an opinion shared by a significant number of people," he says.

"Avoid the trap of promotional literature which advertises the salary of one or two graduates as a quality indicator," he advises. "You are more likely to earn the salary of the *average* graduate."

**Q: Should I spend all four years of college in one institution or would it be better to attend a community college for the first two years?**

A: Community colleges are often located within commuting distance, says Mr. Smith. This makes it possible to take many "basic requirement" courses and still live or work at home. This set-up eliminates the need to pay room and board and could reduce college costs by 50 percent or more.

**Q: If I attend a community college can I transfer my credits to a college or university?**

A: "This will vary from state to state," says Mr. Sonne, "but in most states at least half of the credits are transferable. In many, all or nearly all of the credits can be transferred."

Best answer, he says, is to contact officials at both the community college and the university to make sure—before you enroll.

"Ask what grade you must make in order to transfer the credit," adds Mr. Smith. "It would be wise to go to the college where you plan to graduate, sit down with the dean of the school and discuss your tentative plans. Let him help you plan a course of study for the first year or two. Then go to the community college and see if you can work out the prescribed program." ●●●

## Chasing the College Dollars

**Q: What does it cost to attend college? What funds are available to assist a student in financing a college education?**



A: "The cost of attending college varies greatly among various colleges and universities," says Mr. Smith. He says tuition at public institutions is usually "considerably" less than at private colleges and universities. It is also less expensive to attend a college located in your own state.

Room and board make up a large portion of the expenses of a college education. A major university in Alabama estimates that the average expense

for attending school for one year is about \$4,800.

Many scholarships are available to offset college costs. Some are strictly academic, based on ACT and/or SAT scores. Other scholarships are based on high school grades and leadership activities. Still others are available for outstanding achievements in certain fields such as agriculture.

Gary Leske suggests you also apply for FFA scholarships (your advisor should know how to get an application). "You never know what the competition is like until you get involved," he says. "Of the ten freshmen who entered our program this year, six have scholarships of \$1,000 or more."

Mr. Smith also points out that federal grants are available to students who meet certain criteria based on their family's ability to finance the education themselves. Government loans as well as loans from other agencies or individuals are available at varying interest rates.

Still another option is the co-op program where a student works in a business or industry for one quarter or semester and attends school the next. Advantages are: (1) the student gains experience in the business world and (2) he or she is able to finance an education. Dr. Brown says, "Approximately half of our students have a part-time job. There aren't enough jobs for everyone, but with the skills and experience gained in vocational agriculture, most students can find jobs, provided they start looking early enough."

"To be successful in financing one's own education may mean forsaking leisure time, managing time more efficiently than average, or spreading out one's education over five or six years," says Dr. Brown. ●●●

# Extra Effort in FFA:

**For this ag teacher, it pays  
big yields in judging contests,  
chapter development.**

*By Richard Hakes*

**J**ERE Rambow's appointment calendar resembles that of a frantically-campaigning politician. Handwriting covers nearly every date.

But Mr. Rambow is not a politician. He is an FFA advisor; his date book reveals the extent of his chapter's involvement in its specialty—judging contests.

A typical day during contest season has Mr. Rambow up at first light to work with his dairy judging team before classes. After school, it's a trip to a nearby packinghouse to give the meats team more drills on carcass cuts. A quick supper, then it's off again on a four-farm tour with the general livestock team.

"We practice, practice, practice," says Mr. Rambow, who heads the vocational agriculture department at Tracy High School in southwestern Minnesota. "And it sure pays off."

Now in his eighth year at Tracy, Mr. Rambow has built a formidable reputation for producing expert contest judges at the local, state and national level.

His teams own four state titles in three judging areas—general livestock, meats and poultry. In 1980, his livestock team scored first in the nation with impressive individual finishes of second, third and fourth. The Tracy community promptly responded to this feat, raising \$8,000 to send the team to the Royal Highland Show in Scotland.

Last year Mr. Rambow fielded the top livestock team at the National Western Livestock Show in Denver. This year, his new team won the Little International title at Brookings, South Dakota, placing first over 250 teams.

One of the best college-level judges in

the nation in general livestock is Tom Hook, another Rambow product. Tom went on to spearhead the University of Minnesota judging team. He not only won the state FFA beef proficiency award and the Presidential Silver Tray in 4-H, but he also placed first in oral reasons in general livestock judging at

***RAMBOW: "If a freshman  
works hard and has talent,  
he can be on a team just as  
easily as a senior."***

the nation's three major college shows in 1982.

Mr. Rambow's ability to cultivate the talent of outstanding individuals like Hook has led to chapter success outside

**Below, Mr. Rambow with Tracy FFA member Steve Schwartz.**

*Photos by Author*



**Above, advisor Rambow adjusts drill press in the Tracy vo-ag shop. "We practice, practice, practice. And it pays off," he says.**

the judging arena. In 1982, FFA'er Eric Fultz was named Minnesota Star Farmer.

## Encourage Greenhands

The 30-year-old advisor says he is not sure how to answer those who ask about his technique for building such a strong FFA program. "We work pretty hard on encouraging freshmen members," he says. "We emphasize the setting of realistic goals and I try hard to treat everybody fairly. If a freshman works hard and has talent, he can be on a team just as easily as a senior."

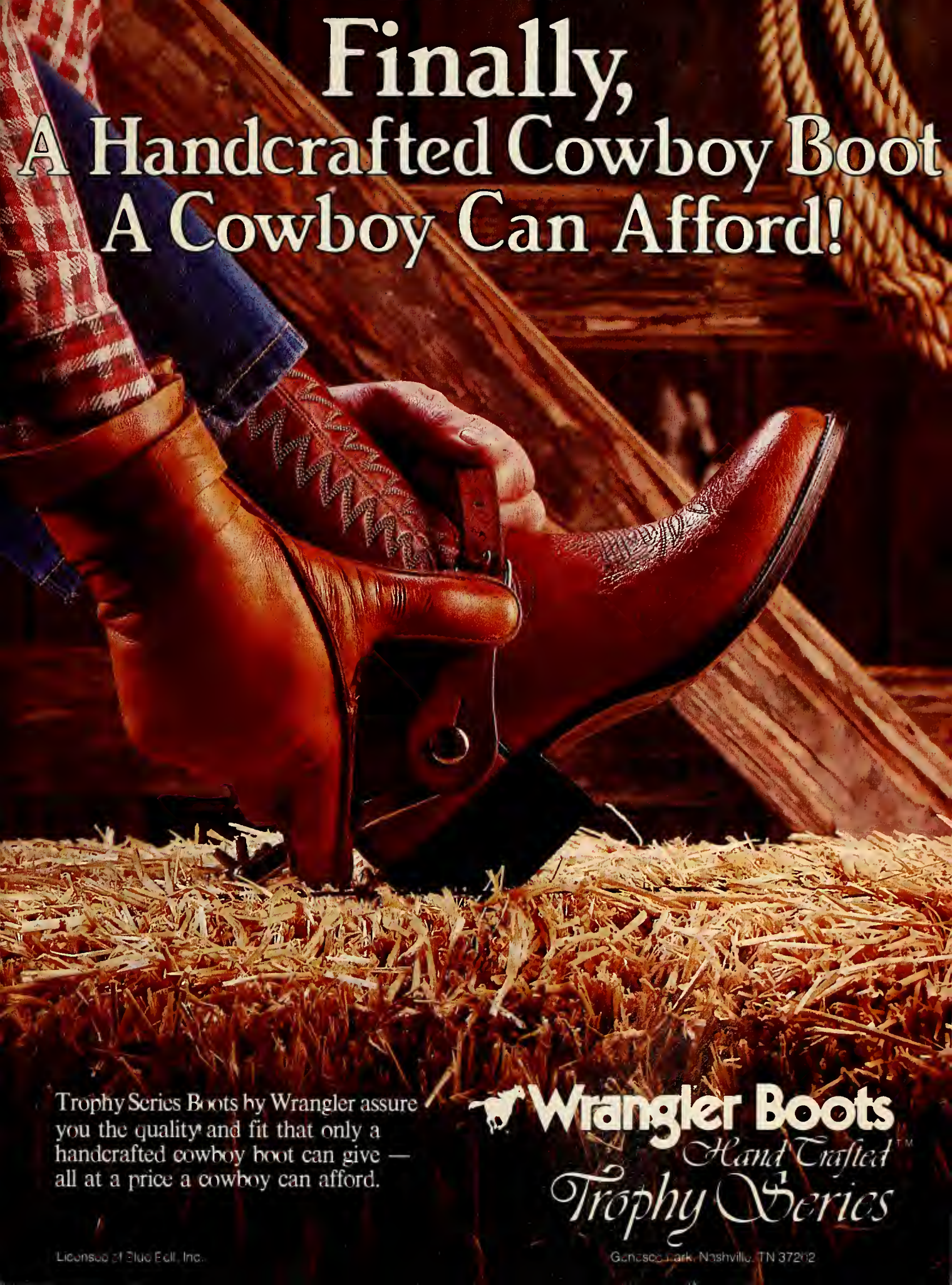
Mr. Rambow defends his approach to contest training against critics who hint that he may place too much pressure on students. "Our kids are practicing hard because they want to do well, not because of any pressure from me," he says. "I think it's part of my job to help them feel good about themselves."

Tracy is feeling good about its FFA program. Under Mr. Rambow's leadership, chapter membership has increased 50 percent. The chapter's well-publicized successes have helped to draw a higher-quality student into Tracy's vocational agriculture department.

A farm youth from Raymond, Minnesota, Mr. Rambow excelled at athletics in high school and college. Since his high school had no FFA program, he knew very little about the organization when he took over as Tracy Chapter advisor.

"I guess my father taught me a philosophy which is so compatible with the FFA program," says Mr. Rambow. "He said that extra effort pays off. You might not see it right away, but somewhere down the road, it will pay off." ●●●

*The National FUTURE FARMER*



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# The Christmas Tree Farmer

Experience in forestry is hard to come by when you're only 18, but FFA'er Shannon Bumann has already managed a Christmas tree farm, conducted timber stand improvement projects and operated his own business—and he's just getting started!

By Lanette Carlson



Cover Story

**H**ow many of you spent time as a youngster hanging around the neighbor's place looking for something to do? And then quickly grabbed at the few odd jobs the neighbor offered?

So went the story for Shannon Bumann of Cambridge, Illinois. When he was ten years old, he found a close friend, not to mention future employer, in his next-door neighbor, Illinois District Forester Matt Siemert.

"When I was just a kid in the fifth grade, I would go over and help Matt around the house. We became good friends," says Shannon. "He was the manager of a 15-acre Christmas tree farm belonging to his dad in Buffalo (Illinois), and he asked me one day if I'd be interested in going along with him one weekend to help."

Shannon ended up so "interested" that he has been working at the Morris Siemert Tree Farm ever since. Now, seven years later, he credits his forester friend as the major influence behind his successful FFA career.

Shannon has lived in town all his life. He was surprised to discover a forestry management proficiency area offered by FFA.

"I never thought forestry was farm-related, and I wasn't interested in FFA until Mr. (Ron) Alhorn (his vo-ag teacher) showed me the forestry record books in eighth grade," says Shannon.

That was all Shannon needed to get started on that first record book his Greenhand year. He used his work at the

Left, they found the perfect tree: after making the sale, Shannon cuts, tags and loads the trees onto customer's trucks. Below, Shannon "shapes" a white pine at the Morris Siemert tree farm.

Photos by Author



The National FUTURE FARMER

Christmas tree farm as a basis.

Shannon's work at the tree farm is a year-round, weekend job excluding months between Christmas and spring. The main springtime job is planting trees by hand with a tree spade — about 2,000 white, scotch and red pine replacement seedlings. Summer jobs consist of mowing in between tree rows, trimming weeds and grass around the seedlings, applying chemicals for weed and insect control and trimming pine trees into traditional Christmas tree shapes.

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**BUMANN: "I never thought forestry was farm-related, and I wasn't interested in FFA until Mr. Alhorn showed me the forestry record books in eighth grade."**

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"Once the first weekend of October hits, it's time to start tagging trees for customers and spraying the trees with greensit (a green dye used on Christmas trees)," says Shannon.

As Christmas edges closer, Shannon helps cut down trees for customers. He says they normally sell 800 to 1,500 trees each season on a retail basis.

In addition to his work at the tree farm his freshman year, Shannon also helped construct and maintain a new two-acre outdoor ecological classroom on the

**Right, Shannon uses a hatchet to girdle trees before applying tree herbicide, which kills undesirable trees for his Timber Improvement Stand project.**

Cambridge High School grounds. The outdoor classroom, which includes native prairie grasses and forbs, a bush honey-suckle border, a hardwood forest, a pine forest, an arboretum and a pond, was built for grade school, junior high and high school students as an outdoor ecology study area.

Shannon was in charge of planting most trees, shrubs, plants and bushes. He has been the main caretaker since its construction in the spring of 1981.

Besides his continued work with the tree farm and ecological classroom, Shannon completed five new projects his sophomore year. He started a new tree and lawn care business called "Shannon Bumann's Tree Service." Shannon offers local customers spraying, pruning, shearing trees and shrubbery, bush removal, fertilizing and weed spraying services.

Through Shannon's capable management, an area resident turned an idle 12 acres of white pine trees into a profitable venture.

"I talked him (the tree owner) into making a Christmas tree farm out of those white pines," says Shannon. "I told him they could be sheared and made into Christmas trees."

Shannon managed the cutting, spraying, baling and selling of about 1,000 of those Christmas trees to wholesalers.

At the suggestion of district forester



Siemert, Shannon applied to the federal government for two timber stand improvement contracts, federally funded programs for improving existing timbers. Under these contracts Shannon was responsible for destroying undesirable trees and pruning the good trees to promote growth. He is now working on a third timber stand improvement project on a 55-acre site. His first two timber stand jobs were 25 and 30 acres.

#### Excellent Management

Shannon's hard work and excellent management has paid off in both personal recognition and a handsome net profit. He became the proud recipient of the Illinois Forestry Management proficiency award at the 1983 Illinois FFA Convention. As an added bonus, he also took home second place in the Illinois FFA Public Speaking contest for his forestry-related speech.

Despite Shannon's busy work schedule, he has also found time to serve as chapter FFA president and as Illinois Sectional president.

Shannon currently attends Blackhawk Junior College in Moline, Illinois. He still works with Christmas trees at a farm in Hampton, Illinois. He hopes to use his experience to fulfill a dream: to someday own a Christmas tree farm.

Shannon is also interested in ag communications, an area where his FFA public speaking experience will come in handy. When he's not at college or tending trees, he works part-time as a disc jockey for WGEN Radio in nearby Geneseo.

Considering Shannon's ambition and skills, both dreams will probably come true. ●●●

**Below, Shannon pulls weeds from around a native white pine he planted as a seedling at his high school's outdoor ecological classroom. He hopes to shape the trees for future Christmas tree sales.**



# WANTED: Young People In Agriculture



## FFA National television show explores "hidden erosion" in agriculture: will the United States keep its number one global status as a farm leader?

**P**RODUCTION is underway on a national syndicated television program under the working title, "AGRICULTURE: A Conflict of Interest." The television special, featuring the Future Farmers of America, is set to be broadcast in early 1985.

The show will focus on the need for more young people to enter the industry of agriculture to assure that the industry will maintain its "number one" global status, according to Dr. Larry Case, national FFA advisor.

"Recent figures show that enrollment in agricultural colleges has dropped about 20 percent in the past four years," Dr. Case explains. "At the same time, FFA membership has dropped by 50,000. This kind of talent erosion is hidden right now, but could cause real concern in the future."

The objective of the show is to bring this problem to the attention of the American public and illustrate the high technology nature of modern agriculture, an industry that employs 22 percent of the nation's working population.

Monsanto Agricultural Products Company and the Agricultural Chemicals Department of the DuPont Company are sharing in the sponsorship of the program. Both companies are known for their biochemical research, a high-tech area of agriculture that has experienced tremendous growth and needs for talented workers in the past decade.

"We're out to present a clear picture of the human needs in agriculture," says K. Elliott Nowels, writer and producer of the program. "For some reason, more

and more young people are turning away from this nation's largest industry

***CASE: "...FFA membership has dropped by 50,000. This kind of talent erosion is hidden right now, but could cause real concern in the future."***

just when it's becoming more and more technical. We're interviewing young people to find out why, and we're

talking with the experts to find out about the national trends."

Mr. Nowels is no stranger to vocational agriculture, having been a national FFA staff member for five years in the late 70s. He also authored a television program called "Who Will Farm The Land?" which was aired in 1983.

About 120 television stations across the United States will carry the program in late January. Station lists carrying final information on day, time and channel will be mailed with promotional material to FFA chapters. ●●●

### TV Show Offers Chance To Promote FFA In Community

**W**HEN the FFA's National Television special airs in early 1985, FFA Chapters across the country will be afforded a unique opportunity to promote vocational agriculture and the value of the FFA.

It is the first television program on a national level to deal in-depth with the value of vocational agriculture and the need for bright young people to enter the field of agriculture.

And because it's on national television, it will take on a special importance among those in your community. School board members, guid

ance counselors, potential vo-ag students, farmers, businessmen—these are people you should make sure are encouraged to watch the show.

To help you reach as many people as possible in your community, your FFA chapter will receive the following materials at your high school address:

- Posters—for hanging in restaurants, barbershops, ag businesses and banks;
- Brochures—explaining the nature of the human needs in agriculture and the focus of the show;
- News Releases—for your local newspapers.

"I feel that this is something that can be used to have a real impact on FFA membership, but the local effort has to be there," says Bill Caraway, 1983-84 national FFA secretary. "We should attempt to get everyone in the community to watch this program."



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# Seeds Of Success

**Living and working in the finest turf and forage seed area of the country, Gregg Lafayette and his family process seed sold to farmers worldwide**

*By Michael Wilson*

**G**REGG Lafayette, 19, has connections all over the country.

After all, the grass seed he helps process at "Lafayette's Warehouse," Monmouth, Oregon, is sought by farmers from coast to coast—in fact, farmers all over the world.

Gregg works in a family grass seed processing business, where seed is purified, cleaned, bagged, stored and marketed. The processing plant itself looks like any other farm building—a small place for a big job. Gregg's perspective on the business reaches far beyond his home state's borders.

"Our seeds go worldwide," he says in a quiet, articulate voice. "What we're doing here on our farm relates to the nation and the whole world. I enjoy trying to see how the little pieces fit into the big picture."

Gregg's family business is one of 300 processing plants tucked away in Oregon's lush Willamette Valley, recognized worldwide for its high quality grass seed. "About 90 percent of all seed grown for

*Photos by Author*



**Above, Gregg Lafayette gets set to fill another bag of high-quality Oregon-grown grass seed. Left, the business boasts a large warehouse where seed is stored.**



turf or forage use comes from Oregon," estimates Gregg. "One of the funny things is, we grow 95 percent of all Kentucky Bluegrass seed up here in Oregon. The bluegrass state may be down south, but we grow all the bluegrass up here."

Gregg's father George, adds, "This is the grass seed capital of the world because we have wet mild winters and cool dry summers. That's ideal for grass seed production."

Mr. Lafayette has processed grass seed since 1966, when he bought the plant. Gregg knows the business well—so well in fact, he plans to take over the family operation someday after finishing agribusiness studies at a nearby university.

Most of the seed processed at Lafayette's is orchardgrass, "a forage grass used for pastures and hay mixtures," says

Gregg. "We probably have about 600,000 pounds of seed from about 500 acres," he gestures to a two-story high pile of tiny tan-colored seeds. "But once this is processed, it will be about 500,000 pounds; 20 percent of the original weight of the seed is lost because of straw, inert matter and weeds."

Gregg's uncle controls the actual planting and harvesting of crops planted for seed; Gregg and his father run the warehouse. "I regret that I haven't been in the field much, but I consider this just as important (as fieldwork), because this is what the consumer sees," Gregg points out. In all, the processing plant handles seed from almost 1,000 acres each year.

## **The Process Of Processing**

The Lafayettes use their fleet of five trucks to haul seed to the plant during

*The National FUTURE FARMER*

the summer months when seed is harvested. Before the raw seed can be processed, it is scooped into a bin towering high above two cleaners, the guts of the operation.

Inside the machines, a system of four screens and air flow created by suction cleans and sizes seed material. "We have two screens on the bottom and two screens on the top," explains Gregg. "The top screens will split the flow of the seed in half. Depending on what kind of seed we are processing, the vibration of the machine, the size of the screens and the flow of air will separate the seed by weight and size and density."

Trash from the processing operation (straw, weeds, hulls, dirt, stalks) is bagged and sold to make forage pellets.

Mr. Lafayette processed seed with only one cleaner for several years before installing the second machine last year. "It's better quality to have two cleaners—the more processing facilities you have the better," says Gregg. "We are getting

**LAFAYETTE: "I think processing is a vital part of any agricultural industry. You can grow a steer, raise grass seed, raise cows for milk; but you've got to have something that is going to make that product marketable for the person who is going to use it."**

cleaner seed, higher quality."

Gregg says after the seed is cleaned it is sent to a "disk cylinder machine," which separates it further into different sizes. "Basically all seed is the same weight, it just has different lengths," says Gregg. "The longer seeds won't germinate as easily as shorter ones, and lighter seed is

Below, a hand-truck comes in handy at the seed processing plant.



Above, Gregg carefully measures the amount of seed which goes into a 50-pound bag. Above right, close inspection of unprocessed orchardgrass. Says Gregg: "About 20 percent of the original weight of the seed is lost because of straw, inert matter and weeds."



harder to package because it takes up more space."

The good seed ends up in bags, another process which the Lafayette business must handle carefully. Gregg says most seed is bagged at 50 pounds each, and some heavier, smaller seeds are packed at 80 lbs. Although most bags are identical, processors label each bag with a coded identification number.

After the bags are weighed and sealed with a hand-sewer, they are stacked on pallets, ready to be stored or shipped.

#### Marketing

Considering Gregg's age, his knowledge of the seed industry is remarkable. "Right now the seed market is slow," he explains, "which could be due to a combination of reasons: housing starts might be down, and when houses aren't being built, lawns aren't put in. Orchardgrass may be

slow because farmers in the midwest aren't planting pastures for their dairy animals, or aren't replanting pastures."

That means that some economic problems faced nationwide become magnified back in the seed production business of Oregon. "For example, when interest rates are high, the housing industry is slow. Fewer houses, fewer new lawns, and less need for seed," explains Gregg. "It can make a big difference in the market."

Lafayettes sell seed in "lots," which usually consists of 40,000 pounds, or 800 50-pound bags. "We sell seed whenever we have a buyer," Gregg says. "It's slow right now, but last summer we had six trucks come through here in four days."

Mr. Lafayette says seed is sold on contract. "We do quite a bit of business through brokers all over the country," Gregg adds. "Three-fourths of our business right now is with a seed broker in Virginia. That's how our seed ends up on the east coast."

Gregg has been in FFA since he was a freshman, when his advisor encouraged him to compete for the Ag Processing proficiency award. This year he won the state award and competed at the 1984 National FFA Convention as western region ag processing winner. The award is sponsored by the Cargill Foundation.

Gregg feels the work he does is important. "A lot of people don't realize that there is something further that has to be done after the crop is harvested or collected from the animal," he says.

"I think processing is a vital part of any agricultural industry," he says, "because you can grow a steer, you can raise grass seed, you can raise cows for milk; but you've got to have something that is going to make that product marketable for the person who is going to use it."

...



# Fast Talker

**He talks faster than you can whistle Dixie, but 15-year-old FFA member Ronnie Garner decided long ago auctioneering would be his livelihood**

*By Jennie Kassanoff*



Above, Ronnie Garner impresses both buyers and sellers with his fast-talkin' auctioneering skills.

**H**E stands in front of a bunch of palm-sweating, foot-stomping anxious adults and calmly sells them a truckload of tractors and shovels, or a crate of porcelain antique dishes and nineteenth century spoons. He is Ronnie Garner, Jr., of Waco, Texas—at age 15, the youngest auctioneer in the state. Possibly the nation.

Born August 6, 1969, Ronnie was 13 when he received his official "associate license," enabling him to officiate at auctions. He applied for it through the Texas Department of Labor and Standards Auctioneering Division.

Ronnie, currently an FFA member at the Robinson, Texas, FFA Chapter, graduated from the Britten Auction Academy in 1983. But his greatest influence came from his father, a veteran Texas auctioneer. Ronald Garner, Sr., of Garner & Associates in Waco, graduated in 1968 from professional auctioneering school in Fort Smith, Arkansas. Young Garner, recalling his early aspirations, says that his dad "just started holding a lot of sales and I helped him, and I decided that I wanted to be an auctioneer." The rest is history.

It was an uphill climb all the way. Ronnie could only apply for his associate license after he had received approval from Austin for a \$5,000 surety bond. After all, he would soon be handling pretty valuable stuff. Once he was bonded, he sought his official associate auctioneer's license from the state's capitol in Austin. All of this cost him a hefty \$100 worth of mowed suburban Waco lawns and care

fully hoarded birthday checks.

According to Mr. Garner, his son's financial independence was crucial to the youthful auctioneer's budding career. "That's the reason we didn't pay for Ronnie's license or his surety bond," says Mr. Garner. "It (auctioneering) is something a person has to want to do, and you can't push it on them. Ronnie has always been real good about saving money. He buys his own clothes, he buys his own boots, he buys his own hats."

But as any experienced auctioneer will

**Below, Ronnie got his auctioneering license at age 13, making him the youngest auctioneer in Texas. Two years later he still holds that distinction.**



tell you—and you'll have to listen very quickly, no doubt—the license does not make the true bid-chanting man. It takes a shrewd business sense, a charismatic finesse, a smooth confidence, and an eloquent skill to be a truly top-notch auctioneer. According to Mr. Garner, "There has to be a bond between the auctioneer and the buyers. The buyers should trust the auctioneer." He adds proudly, "And the buyers trust Ronnie."

Ronnie, asked if he planned to lead the busy life of the auctioneer permanently, replies, "I hope so. I hope by the time I'm 18, I can keep it up where it's a job. Once it gets in your blood, it sort of stays there."

Ronnie has auctioneered for his father for two years now. He estimates he's worked about 100 auctions since he earned his license—most of them selling farm equipment. He plans to get his regular license as soon as he turns 18.

Still, Ronnie's many talents may lead him beyond the auction block. He already has an agent, and may pursue another dream of his—to make television commercials for farm equipment.

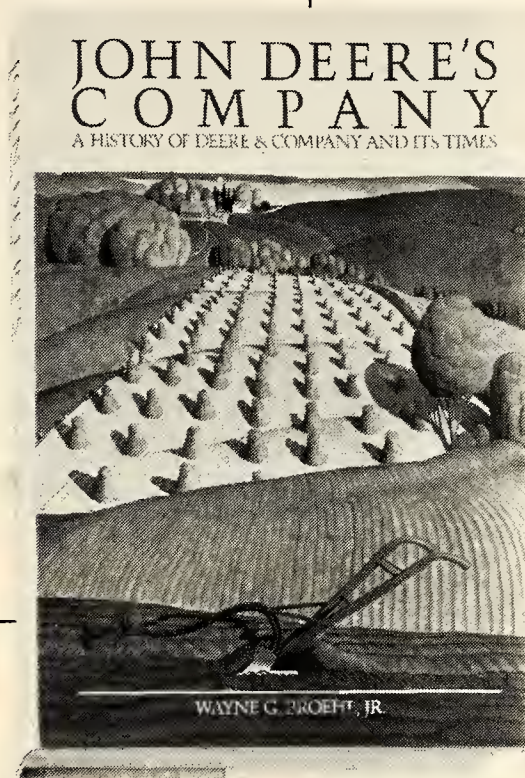
In any case, Ronnie's future will probably go to the highest bidder. He takes his most recent successes in stride and hardly thinks of himself as an extraordinary young teenager doing a grown-up job. "It's not that different," he says in a matter-of-fact sort of way. "It's just that they're older and I'm younger. But we're both in the same profession." ●●●

*Reprinted and Condensed from the Dallas Times Herald.*

*The National FUTURE FARMER*

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# I NTRODUCING



**T**his is no ordinary company history. It gives an unusually candid look into the operations of one of America's oldest manufacturing companies over a span of 145 years. The book takes you on an enlightening trip that begins in a blacksmith's shop and relives the growth of Deere into the world's largest manufacturer of agricultural equipment.

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Wayne Broehl, noted business historian, separates fact from legend and helps document the character of the company. It is a story of success, but not without setbacks; of grace and genius, yet not without moments of clumsiness and conflict. The Deere history is closely tied to that of North American agriculture during its greatest period of growth, and the author skillfully weaves together these absorbing stories. It is a book for anyone intrigued by history.

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"John Deere's Company", published by Doubleday, has more than 270 illustrations including 40 pages in color. It is available now through your local bookstore.

# Winning With Records:

**These record keeping tips can help you earn state and national FFA awards and degrees.**

## WHY Keep Records?

**W** From Greenhands to American Farmers, it's a good bet that every FFA member has, at one point, thrown up his hands and pleaded to the gods for an answer to that question.

But the answer, says Bob Seefeldt, FFA program specialist at the National FFA Center, is simple. You *need* record keeping skills. We all do.

Say for example, you want to try for the State Farmer degree. You figure your SOE program is large enough, you've earned enough money, you've worked hard. But if you haven't kept good, accurate records throughout your years of FFA projects, chances of earning the degree are slim.

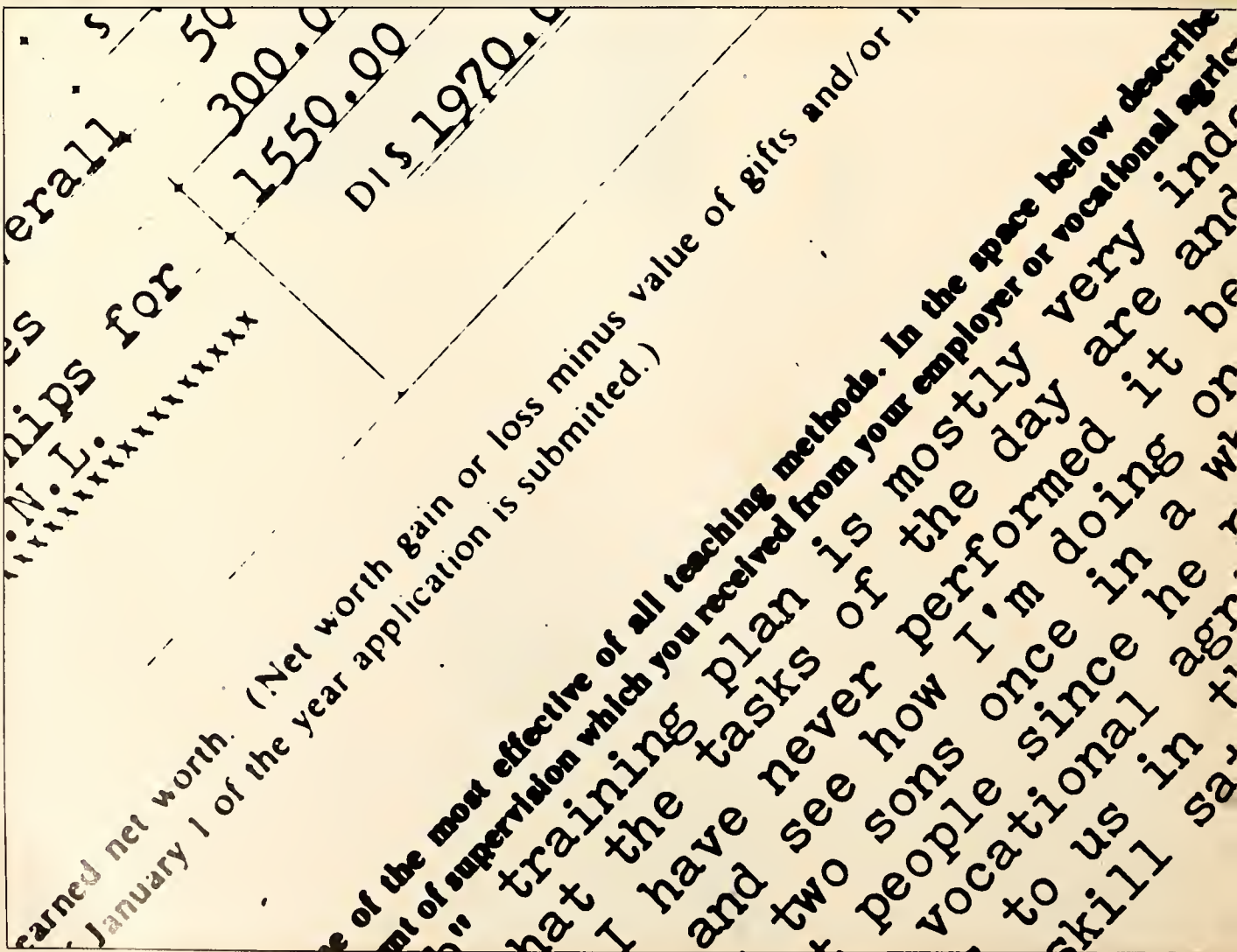
The reality of winning FFA awards and higher degrees, is: produce the biggest steer or grow 200-bushel/acre corn, but if you don't have the records to back your achievements, forget it.

You need inventories, efficiency factors, income and expense summaries—all those records that verify the scope and detail of your SOE program.

Mr. Seefeldt, who recently directed a full revamp of the American Farmer degree application and proficiency award applications, says there is more to good record keeping than just winning awards.

"These record keeping skills you learn today are skills everyone uses throughout life," he says. "This is your chance to practice."

Indeed, you may already have found good use for record keeping skills outside your ag classroom. Need a loan for a new tractor or car? It's a good bet your friendly lender will want to see some financial records indicating how and when you'll be able to pay off the loan.



Records are also necessary for analyzing your farm or agribusiness. A recent issue of *Agricultural Education* states, "records are essential in short and long-term planning...After a plan has been implemented, records are necessary to determine the actual outcome and provide a basis for making decisions."

Those needs may be far in the future. But if you plan to compete for an FFA award sometime within the next two or three years, here are some points to remember that will make filling out the application easier. Mr. Seefeldt says there are five areas of an award application judges look at with a critical eye:

**1. How Accurate?** Judges look at how reasonable the information is in the application, says Mr. Seefeldt. "If a student says he has 1,000 head of beef, yet does not show how he obtained those animals or how the project started, that application is suspect."

One common problem Mr. Seefeldt finds is "unrealistic" size of SOE programs. "A student who says he is farming 180 acres, raising 200 head of cattle, 80 feeder pigs and attending college at the same time is having illusions," he says. "Claiming 33 percent share of family machinery for helping to repair it, then valuing it at \$18,000 is also unrealistic, compared to the wage one would normally receive for repairing machinery."

**2. Scope.** Scope is a record keeping statistic which describes how an SOE program grows from beginning to current status. "Growth can be recorded a number of ways," he explains, "such as expanding numbers of cows, adding different enterprises, or more responsibility."

"Rate of growth is more important in judging applications than having a large project with little growth," he adds.

**3. Appearance of application.** "A judge won't take points off for a sloppy application, but a neat one does make a good first impression," says Mr. Seefeldt. He urges FFA members to type applications which are submitted, and include photos with caption information.

**4. Yearly inventories must match.** This means that the ending inventory on December 31, 1984, must be exactly the same as the beginning inventory on January 1, 1985. This principle applies to all kinds of inventories. "It seems so simple, but you'd be surprised how many students make this mistake," says Mr. Seefeldt.

**5. Net worth.** "An increase in net worth cannot be greater than total net worth," he says. "For all practical purposes it should be less, because a student will need to spend money in a project."

"Many American Farmer applicants never get their degree just because of this problem," he says.

#### Winning Means Starting Early

You may be a Greenhand in FFA, but it's never too early to begin learning the basic principles of record keeping. Once you have mastered record keeping skills, completing award applications will be a snap. Plus, you'll have skills you can use for the rest of your life.

Set your goals now. You may want to ask your advisor for a state farmer application or proficiency award application, so you can become familiar with the requirements. Before you actually sit down to complete any FFA application, consider the following hints:

- read all instructions first;
- complete the application as of January 1 of the year in which the award is sought. No achievements accomplished or inventory acquired after this date should be included;
- record an activity only once. Place it where it is most appropriate;
- be sure the application has all the required signatures;
- check with your FFA advisor to help explain any fuzzy areas which you do not understand. He can also tell you when the applications are due at local, district or state levels;
- place the application in an FFA award application folder. Larger application holders such as photo albums are bulky and difficult to handle;
- keep a copy of your application for you or your advisor to file.

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# Chapter Scoop

by Jack Pitzer

In *Charlotte Harbor, FL*, members provide free lawn cleanup for elderly citizens once, then offer to make members available for hire for future times.

N-N-N

*Troy, KS*, has arranged for a news column in their hometown newspaper.

N-N-N

FFA in Illinois *District 214-211* welcomed back teachers with 1,500 foliage plants. The plants were a short-term crop for the horticulture department.

N-N-N

**Sam Cates** recited the FFA Creed at the *Thomas, OK*, Chapter meeting.

N-N-N

Tour time for chapters. *Lowe's, KY*, FFA went to the Mid-South Fair in Memphis and enjoyed the rodeo as part of it. Juniors and seniors of *Southeast, Ohio*, toured the Farm Science Review including the 600 acres of exhibits, various crops and demonstration plots.

N-N-N

Another chapter, *Montevallo, AL*, has joined the ranks of chapters with local newsletters for members and parents. Their first issue appears to have been set with a micro-computer.

N-N-N

Also publishing their first issue was the *Moriarty, New Mexico*, Chapter. They asked members to contribute articles, classifieds and jokes to help put out an 8-pager.

N-N-N

*DeWitt Central, IA*, members work as ring stewards for the dog show.

N-N-N



Among the many *Cascade, OR*, Chapter awards at the county fair was the best weight gain in market beef won by **Troy Harris**.

N-N-N

Money raising idea list from seniors of *Wallowa, OR*, who are selling straw, wood, cinnamon rolls and having a post-game barbecue.

N-N-N

*Housatonic Valley, CT*, Chapter operated the "magic cow" booth at a local fair and sold milk shakes to help support the state FFA Foundation.

N-N-N

*Brown City, MI*, FFA and their local Alumni Affiliate worked together to landscape the new health center. Work included plowing the ground, using a land leveler and then fertilizing and seeding the lawn.

**Joe Kasuboski** and **Mikey Harp** won the egg kiss race and the watermelon eating contest to win the chapter sweetheart and beau contest organized by *Goddard Chapter* in NM.

N-N-N

A cookout for new members was hosted at the home of the advisor for *Bartlett, TN*.

N-N-N

*Melrose, NM*, had a watermelon feed in the city park this summer to honor the supporters of the chapter in the community.

N-N-N



*Lancaster, CA*, Chapter's biggest controversy during a business meeting was whether to have cream-style or whole-kernel corn at the upcoming banquet. The deciding vote to break the tie was cast by the chairman for whole kernel.

N-N-N

**Bob Temple**, a member of *Wellington, OH*, Chapter carried the Olympic Torch through Cleveland on its way to Los Angeles.

N-N-N

Here's an idea for a chapter exchange trip: the *Kaneohe, HI*, Chapter held their officer leadership camp at a motel in Waikiki in August.

N-N-N

First place honors went to the *Woodbury, TN*, Chapter for their agricultural exhibit at the county fair. Their theme was "The Future of Farming is Ours." They used pictures of national proficiency winners from the chapter plus pamphlets on FFA and agriculture.

N-N-N

*Crestview, OH*, FFA helped with the kiddie tractor pull at a community celebration. And *Mediapolis, IA*, Chapter held a pedal power pull at their county fair. Toy tractors were given as prizes.

N-N-N

*Broken Arrow, OK*, FFA obtained land for a school farm in cooperation with the public service company.

N-N-N

*East Butler, NE*, FFA received recognition in the Keep Nebraska Beautiful contest this year.

N-N-N

Guests for the *Ansonia, OH*, FFA Week appreciation breakfast were elementary teachers, cooks, secretaries, custodians and bus drivers.

*Merced, CA*, officers' retreat was held to plan the year for their 300 members. Their principal also attended and spoke about the role of administration in a school operation.

N-N-N

*Lancaster, WI*, Alumni Affiliate gave \$200 to the *Barneveld, WI*, Chapter to help them replace their ag classroom destroyed in a June 8 tornado.

N-N-N

*Riner, VA*, Chapter members hosted a safety field day during National Farm Safety Week. Students from Auburn High and the middle school were transported to the event to learn about safety around farm machinery and animals.

N-N-N

Idea: organize a pet-food bank for elderly citizens and others who might have pets but cannot afford feed.

N-N-N

Just in time for the *Glencoe, OK*, Founder's Day celebration, the FFA painted trash barrels for downtown.

N-N-N

*East Butler, NE*, treated everyone to pizza who helped bale and load the straw in the chapter's money-maker.

N-N-N



Many businessmen and FFA Alumni took the risk and sat in the FFA dunking booth at the 110th *Creighton, NE*, celebration.

N-N-N

*Sparland, IL*, FFA showed a movie complete with popcorn and soda, for the entire high school student body on the final day of exams.

N-N-N

Painting the curbs in the high school parking lot was a recent community service project of the *Middleton, ID*, Chapter.

N-N-N

*Carrizozo, NM*, members put horseshoe pits in Spencer Park this summer with the help of several local citizens.

N-N-N

**Chris Neuburg** created a telephone chain for all members of the *Slinger, WI*, Chapter so everyone could be contacted quickly.

N-N-N

New Chapter Reporters: Be sure you send news items for Scoop that are unique and really newsy. Every chapter elects officers, has a banquet, goes to the fair.

# New in Agriculture



Above, International Harvester's new Super 70 Series tractors are designed to handle the heavy-duty demands of high-horsepower, four-wheel drive loads. Producers can choose either the 7288 model, which features 210 engine horsepower, or the 7488 at 235 horsepower (shown).



Above, Sperry New Holland enters the ag computer business with a personal computer system named "AG-COMMAND." The company offers a series of software for dairy, swine and crops, plus a fully integrated accounting package and financial planning worksheets. Below, Craftco, Mfg., Inc. introduces the new "TOOL-BIN" storage organizer, which fits behind the seat of any pickup, is offered in three lengths to fit any size truck.



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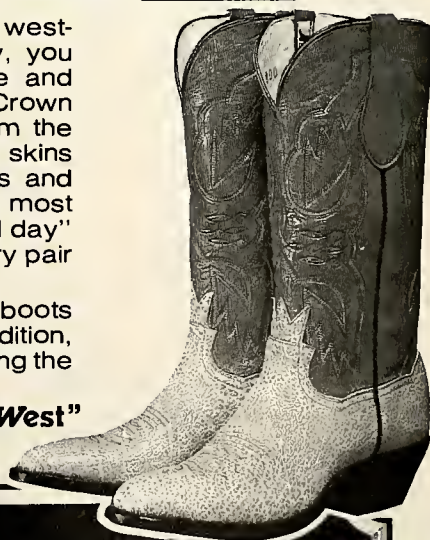
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# ROBOTICS

**Robot Technology used to build farm machinery is opening up a new career field for vo-ag students**



**H**OLDING a small black box in one hand, Vaughn Cossel pushes a sequence of buttons, then stands back. Moments later, the blue metal arm of the table-top robot rotates 180 degrees, slowly extends itself and picks up a pencil lying on the table.

It's a familiar sight in robotics classes offered by schools like Indian Hills Community College (IHCC), Ottumwa, Iowa. Vaughn, a 1979 recipient of Iowa's FFA State Farmer degree, is one of nearly 30 students enrolled in the school's self-contained robotics technology program.

"I received a four-year degree last May in industrial electronics, but I felt this program would really lead to a good career," the Bloomfield, Iowa, native explains. "I could have gone into engineering, but there's going to be a big demand for robotics technicians."

Vaughn grew up on a crop and livestock farm in the rolling grasslands of southern Iowa. He is well aware of statistics indicating a 30 to 40 percent annual growth in robotics (Czechoslovakian "robota," meaning "worker") across the nation. Of that growth, the largest career segment will be for robotics technicians: persons trained to program, repair, install and/or sell robotic equipment.

What do robotics have to do with FFA members? Plenty. Already a major factor in foreign manufacturing, robotic technology is expanding rapidly in the United States. More than 3,400 units were manufactured in the United States in 1984. By 1988, that number is expected to reach 22,000, and many farm machinery companies have already latched on

**Left, Vaughn Cossel, of Bloomfield, Iowa, believes his future looks bright as a robotics technician. Below, Instructor Clive Hornback, of Hedrick, Iowa, discusses a problem with students.**



to the new technology.

For example, International Harvester installed robotic equipment during a \$200 million renovation of its Farmall plant, in Rock Island, Illinois, where tractors are manufactured. The equipment ranges from robots that paint to units that weld in "non-people type" job situations.

The move was made to increase production efficiency and enhance product quality, according to Barry Phillips, manager of manufacturing operations.

"There's no doubt that the need for trained robotics technicians will continue to grow," Phillips says. "I especially see a need in companies that sell and install robotic equipment."

Mr. Phillips says IH utilizes two robotics specialists to maintain its robotic equipment. But during installation of the robots, more than 26 technicians were provided by Cincinnati Millicron, the

***BLOOMQUIST: "The robotics industry is vigorous and rapidly expanding. Our course is geared toward intelligent, computer-programmed electronic drive units that are very sophisticated."***

company which built them. These technicians also trained the IH employees on how to use the robots.

A 100-year-old company, Cincinnati Millicron began installing robots in 1977. Today, it is ranked as the number one robotic equipment manufacturer in the country.

Jim Coshnitzke, marketing support specialist for Cincinnati Millicron, says students with a robotic technician degree would have a good background for

employment in the industry.

"We look for electrical or electronic engineering backgrounds," Coshnitzke says. "Young people with degrees certainly would have their foot in the door. Of course, we would train them completely to understand our company and equipment."

#### **Cutting Edge**

Other industry experts say the Indian Hills 21-month course and others like it across the country are on the "cutting edge of technology."

Students can select from a wide array of robotics training courses offered by many colleges and universities. Programs range from courses included in other disciplines, such as computer programming, to community colleges offering associate degrees and university bachelor degree programs.

According to a directory compiled by the Society of Manufacturing Engineers (SME) and Robotics International of SME (RI/SME), 85 schools offer robotics training as part of other studies; 181 community colleges offer associate degrees in robotics and 71 colleges or universities offer bachelor of science degrees.

Curt Bloomquist, department head instructor at Indian Hills, spent 20 years developing employee training programs for major companies across the country.

"We expose our students to all types of robots found in industry today," Mr. Bloomquist says. "The robotics industry is vigorous and rapidly expanding. Our course is geared toward intelligent, computer-programmed electronic drive units that are very sophisticated."

The program is based on three terms of extensive classroom studies, including mathematics, electronics, computer operation, electricity, drafting and technical instruments. Extensive hands-on training

**Above right, International Harvester, with the largest group of robot-loaded machines in the United States, keeps tractors rolling off the lines. Below, this robot arm loads a gear blank into a chucker, one of several operations it performs.**

doesn't come until a fourth term when students work with the numerous robotic units.

Mr. Bloomquist says demand for trained robotics technicians is growing briskly. Expected starting salaries range from \$1,500 to \$2,000 per month.

"Our graduates will be able to help set up robotic cells within industry, repair already existing robots, program robots for new jobs or work in the manufacturing or selling of robotic equipment," Mr. Bloomquist says.

What qualities should a high school graduate possess when considering a career as a robotics technician?

According to RI/SME, students should be especially proficient in mathematics and physics, chemistry, industrial arts, social science, English and communications. Of course, mechanical aptitude is very important also.

The student who wants a career in robotics should be concerned with the why, what, where and how of everything. Potential robotics technicians should also be able to work as a team, since most projects are completed by many rather than as individuals. ●●●



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# FFA in Action



## A Lost Painting Returns

The first issue of *The National FUTURE FARMER* rolled off the press in the fall of 1952. It was a quarterly publication then and was smaller than it is today. In those early days of the magazine, it was difficult to find color pictures for use on the cover. Cameras were huge box affairs with awkward film holders. Certainly not like the easy-to-carry-and-use 35mm camera of today.

So the organization had hired a full time artist for the staff in the 50s. Eric Ericson did layouts and art for the editorial pages of the magazine. But he also enjoyed painting and so he was given the assignment to paint two covers for Spring and Summer, 1953.

Recently the popular Liberty Bell scene was returned to the FFA Center. It had been rescued by retired State FFA Advisor James Fink in Pennsylvania. When the state office situation in Pennsylvania changed and he feared the painting would not receive adequate care, he took it to his home.



Editor Wilson Carnes, left, and National Advisor Larry Case, right, accepted the original FFA painting from Mr. Fink when he delivered it to the editorial offices of the magazine.

The painting is 33 inches x 44 inches and is a wonderful replica of the bell. According to the cover description in the Summer, 1953, issue, Ericson painted from a photograph of Pennsylvania State President Frank Wilson and North Atlantic (former Eastern Region) National FFA Vice President Malcolm Ellis on a trip to see the Liberty Bell.

Whereabouts of the other original is not known. This painting will be on display at the FFA Center. Last year the national organization proposed to dis-

play a collection of past covers of *The National FUTURE FARMER* in the hallway adjoining the FFA Library at the center.

## Lamb in Blue Corduroy

The Morgan County Annual Lamb Show and Sale sponsored by the Morgan County, Kentucky, FFA Chapter was started in 1979. In just five years the show has grown from four FFA members showing six lambs that sold for \$550 to a show with 17 participants showing 23 lambs that sold for \$6,500, the highest in the state of Kentucky.

At the 1984 show the grand champion lamb sold for \$1,500 and was owned by FFA member Jimmy Benton. The lamb was purchased by Maysville Stockyards and Independent Tobacco Warehouse. Sherry Ison sold the second highest lamb for \$900 to Kentucky King Tobacco Warehouse and Flemingsburg Stockyards. The reserve champion lamb was shown by John Oldfield and sold to Maysville Stockyards and Independent Tobacco Warehouse for \$500.

Much of the credit for the success of this program is due to support by Heifer Project International (HPI), a non-profit organization that provides animals, money and training to deserving groups throughout the world. For the lamb show in Morgan County, HPI provided six of the lambs, including the \$1,500 show champion. HPI also provided much of the show equipment including shears, scales and blocking stands, as well as loaning the money for the purchase of the feed and purchase of the lambs. After the lambs were sold the recipient paid back the loan, and the money will be used again next year for



FFA'er John Oldfield with Warren Rouse and Everett Barber of Maysville Stockyards and Independent Tobacco Warehouse, Maysville, Kentucky. Lamb sold for \$1,500.

the purchase of six more feeder lambs and feed.

Individuals from Missouri, California, Oregon, Ohio and Indiana are the spon-



**Morgan County Lamb Show, West Liberty.**

sors for the HPI program at Morgan County High School Vocational Agriculture Department and is supervised by the Morgan County Vocational Agriculture Advisory Committee and FFA advisors Brenda Oldfield and David Lane. The committee selected the recipients on financial need and their demonstrated qualities of leadership, experience and willingness to work.

One of the most important parts of the show and sale has been the lamb supper. This year more than 200 people were served at the local fairgrounds in West Liberty with FFA members helping Advisor Oldfield cook two grain fed lambs that were raised by FFA members. The parents of the exhibitors provided the "trimmings" for the meal. By serving lamb at the show, it acquaints the local people with the good taste of properly prepared lamb. This helps sell the lambs from the show since they are slaughtered

and processed locally.

The lamb show and sale has also had an impact on the growth of the area sheep industry. Beside local promotion, the show has received statewide attention through such things as features on the TV program "Tobacco Talk Etc." It is estimated that since the lamb show started there has been a three-fold increase in ewe numbers in Morgan County.

Morgan County is located in the hills of eastern Kentucky and consists of 121,308 acres. Of this acreage, only 22,000 acres is available for row-cropping. The major source of farm income is from growing of burley tobacco and raising of beef cattle. However, there is a great potential for sheep as there is a large quantity of forage not utilized.

Not only has this program helped to promote the production of sheep in the county, it has also promoted the local FFA chapter and the Livestock 4-H Club of which FFA members serve as project leaders.

At the state fair the Morgan County FFA won first place for their sheep exhibit for the second year in a row.

As a result of this lamb program, the community has really supported the chapter and the members have developed a pride in themselves as well as their chapter. (David Patrick, Reporter) •••

(Continued on Page 44)



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information see pages 81-88 in the new FFA Supply Catalog. 1985 Calendars also feature the 1985 FFA promotional theme. This will help unite the chapter's promotional efforts of calendars, FFA Week and banquets.

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## Hay Day

The Milan, Missouri, FFA and Alumni held a hay day as a money-making project this year. We mowed, raked, baled and picked up 70 acres of hay.

The alumni furnished the equipment and lunch and the FFA picked up the bales and furnished the fuel and twine for the equipment.

On a Thursday and Friday the alumni mowed and raked. Then on Saturday they baled and the FFA picked up bales. We started picking up hay at 9:00 a.m. and finished at 7:00 p.m. We picked up 3,357 square bales. The alumni made \$600 and the FFA made \$1,000 after expenses were paid.

As an incentive to make us work harder the FFA gave a prize to the hardest working girl and boy. However, the alumni thought we all worked equally hard and ended up drawing for the hardest workers. (Shelly Michael, Reporter) ...

## Team Splits Up

In September the Myrtle Point, Oregon, Chapter attended district leadership camp. At camp all members who attended were separated into six different officer groups.

In the officer groups each state officer explained the duties of their office and how to work with the rest of the officer team. Each member who attended camp became more aware of leadership and also became motivated for the coming year.

Also attending camp was the chapter's new advisor, Mr. Sanders, who was able to meet other advisors in the district and got better acquainted with the members.

At the closing of camp, district officers presented a banquet awards ceremony. Ribbons were awarded for public speaking, introductions, rituals contests. (Bonnie Flood, Assistant Reporter) ...

## Trade Places

A special exchange program organized by the South Panola FFA in Mississippi sent David Walker of Batesville to visit Doug Carlson in Connecticut for a week and then brought Doug to Mississippi to visit David for a week.

The swap was sponsored by the local FFA Alumni chapter and by the Alumni Chapter of Doug's Housatonic Valley FFA.

The Mississippi member stayed in Doug's hometown of Canaan, Connecticut, which is a quarter of a mile from the Massachusetts line and five miles from New York State. During his visit, the South Panola chapter president also got a chance to visit New York City to see the Statue of Liberty, Times Square,

the Empire State Building and Broadway.

When Doug came south, local FFA members and alumni took him to Memphis, to Mississippi State University and to several local farms including a southern dairy farm.

"This is the first time I ever saw cotton, rice or milo," he said. Doug is treasurer of the Housatonic Chapter. (Jeanne Fuell, Reporter) ...

## Delta Queen



Tina Tolbert, Miss Utah High School Rodeo Queen, and member of the Delta FFA, was recently crowned the National High School Rodeo Queen during final competition in Rapid City, South Dakota. There were 33 girls from states in the United States and 2 girls from Canadian provinces. Tina also qualified for the girls cow cutting where she did well also.

"Boog," her sorrel AQHA gelding, has taken her to the Utah State finals the past three years in all her events—goat tying, breakaway roping, pole bending, barrels and queen competition—except cow cutting where she uses an AQHA sorrel mare she calls Molly.

She is a three-year honor student at Delta High School where she has been active in volleyball and basketball as a cheerleader and as a member of the cappella and swing choir.

Plus she was on her state winning FFA horse judging team in 1982. She has been the area poultry proficiency winner for two years, a Star Greenhand, earned a Chapter Farmer degree and last year was FFA reporter. ...

## Blue and Gold Busing

As a chapter project, the Woodbury, Tennessee, FFA purchased a used school bus from the county.

The members completely overhauled the mechanical parts and repainted it in official FFA colors of National Blue and Corn Gold. The members then

added FFA emblems and lettering to the bus. So far the bus has successfully provided transportation for members to the state convention in Gatlinburg, leadership camp at Camp Clements and various judging events. (Bryan Francis, Reporter) ...

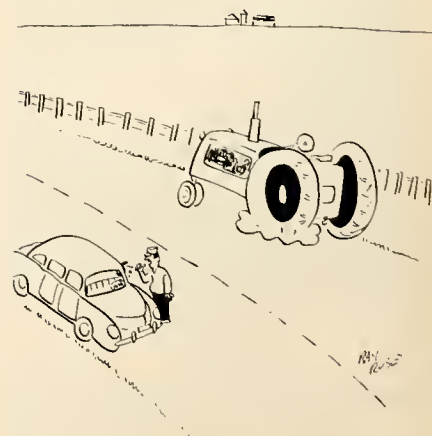
## It's Game Time

Members of the Stafford, Virginia, Chapter were awarded the state of Virginia merit award for successful completion of the Virginia Hunter Education Program offered at their school.

According to the Virginia Game Commission, the objective of the program is "to promote the acquisition of knowledge and development of desirable attitudes toward hunting and the safe handling and proper care of firearms and bow hunting equipment. Through this course we hope to cultivate those characteristics of honesty, self-discipline, self-reliance, mutual consideration and environmental concern which are the essentials of good sportsmanship and good citizenship."

Each student received a hunter safety and conservation program manual and attended a minimum of ten classroom hours of instruction. At the end of the program the students took a final test and those passing were awarded a merit award, I.D. card, shoulder patch and this year a blaze orange safety vest donated by the Virginia Game Commission.

Although completion of such a course is not required in order to obtain a hunting license in Virginia, the chapter feels it is a great program for all students interested in wildlife and the environment. (Rusty Hall, advisor and hunter safety instructor) ...



"Could you give me a hand changing a flat, lady?"

## FACTS FOR ACTION

### Guidelines For Submitting An Article To the Magazine

Chapters are invited to submit articles on a variety of subjects. These articles can be success stories about a member's occupational experience program, leadership activities and other worthwhile endeavors. Local chapter or group activities are good topics if they contain ideas and information that other chapters can use (and especially if they are new or unusual ideas). Any type of article that contains information FFA members would find useful, helpful or of special interest would be useful.

Often the article need not be a full length feature. Letters to the Editor, "Chapter Scoop" and "FFA in Action" use several short items each issue. The most important point is to zero in on a topic and give adequate details. It is best if the article is typed and double-spaced. For "FFA in Action" or longer features, the article should answer the five W's and H of journalism—Who, What, When, Where, Why and How.

Pictures are preferred in black and white showing FFA members at work or play. Good, clear pictures are more important than size but a 5x7 is preferred, although smaller sizes like 3x5 are used.

Just write it up and send it in. Include pictures if you have them. Address it to: *The National FUTURE FARMER*, P.O. Box 15160, Alexandria, Virginia 22309.

### Eastern Stars

Two FFA members were named "star" winners Saturday during FFA Day at the Eastern States Exposition which is held annually in Springfield, Massachusetts. Wilson Korth, a 19-year-old youth from Cornwall Bridge, Connecticut, was selected FFA "star" State Farmer and Miss Jamie L. Frey of Quarryville, Pennsylvania, was named Eastern States Exposition "star" State Agribusinessperson.

The awards sponsored by the Sears Roebuck and Company were presented during special ceremonies in the BIG E Coliseum by Guy Everhart, eastern director of public affairs for Sears and Ron Wineinger, national FFA president.

This year's "star" farmer, Wilson Korth, was raised on a purebred Holstein dairy farm and is a member of the Housatonic Valley, Connecticut, Chapter. Wilson entered the dairy business in 1980 and his herd has grown to over 60 dairy cows and heifers. In 1984 the herds average milk production was 15,836 pounds per cow. He uses the computer

to determine feeding rations, budgeting and herd matings.

He served as district FFA vice president and was a member of his state's meat and farm business management judging team in national competition.

Jamie L. Frey owns a wholesale and retail nursery and landscape stock supply business.

Beginning in 1980, Jamie developed her business utilizing four greenhouses and an outside nursery growing operation. She harvests an average of 18,700 plants per acre. Her principal crops include ivy, pachysandra, juniper and rhododendrons.

She is state FFA secretary and has participated on her local chapter's parliamentary procedure team and served as chapter president. She plans to advance her education in nursery and landscaping. Her brothers, Eric and Carl, are partners in the nursery business.

The Eastern State Exposition FFA "star" awards recognize the accomplishments of FFA'ers from the 15 states in FFA's eastern region with an FFA membership of over 100,000. Participants in the BIG E awards program were all selected as their respective states' Star Farmers and Star Agribusinessmen categories.

The BIG E also sponsored 18 regional contests during FFA Day at the BIG E. ...

### ACTION LINES

- Use your camera for the school paper.
- Consider hosting an FFA international exchange student.
- Work out an exchange with a chapter in another state.
- Find out birthdays of other teachers in school. Send 'em a card.
- Put together an old-fashioned chapter talent group—string band, skit, rock group, quartet, gymnastics.
- Organize a basketball or racquet ball tourney. Or ping pong.
- Get started with FFA Week planning.
- Did you order a 1985 FFA Calendar for yourself or your folks? See the Supply Service Catalog for ordering info.
- Refinish the old desk or furniture in the school office.
- How about a new FFA initial sweater for yourself?
- Organize a caroling group.
- Chapter could offer sound and projection service to the community.
- Do the Greenhands enjoy the FFA meetings?
- Invite the football captain to an FFA meeting.
- Subscribe to *The National FUTURE FARMER* for the Lions/Elks/Kiwanis president.

  
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# The Joke Page

Q: What do bees do with their honey?  
A: They cell it.

Mychele Winningham  
Allardt, Tennessee

Q: Why did the orange stop in the middle of the road? A: It ran out of juice.

Larry Colston  
Camden, Alabama

Famous last words of Eli Whitney:  
"Keep your cotton pickin' hands off my gin."

Keith Sibley  
Ennis, Texas

Did you hear about the Greenhand who put snow tires on his car? They melted.

Clark Moore  
Frost, Texas

Fred: "How could a little girl like that drag a grand piano up three floors?"  
Jed: "We told her it was a violin."

Tim Cody  
Alamosa, Colorado

Math professor to a smart aleck student,  
"How far are you from the correct answer, Al?"

Al replied, "Only two seats, sir."  
Mary Ann Waldhauser  
Loyal, Wisconsin



Bob: "Tom, you know you are a lot like Thanksgiving Day at school."

Tom: "Why do you say that?"

Bob: "No class."

Kenny Dickens  
Bascom, Florida

The owner of a big racing stable arrived at Santa Anita racetrack with a seven-year-old thoroughbred that had never been raced. The unknown horse was entered in a feature race, left the gate as a long shot and won by six lengths. Track officials were shocked and asked the owner why he hadn't raced the speedster before.

"Well, the truth is," the owner replied, "we couldn't catch him before he was six."

Carrie Regehr  
Marion, South Dakota

A third-grade teacher took her class of students on an educational tour of a farm. After the farmer showed the students the farm equipment and animals, he held a question and answer session.

One little girl, noticing a herd of cattle chewing their cud, asked, "Does it cost a lot to keep your cows in chewing gum?"

Christopher Crump  
Fremont, Ohio

Q: How can you tell if an elephant has just taken a bath? A: He leaves a ring around the lake.

Christopher Crump  
Fremont, Ohio

At one church's annual bazaar, the highlight of the evening was always the tall-tale contest.

As the evening wore on the lies grew wilder and more hilarious. But the judges' unanimous vote went to Farmer Gustin, who said in a low, quiet voice, "In my house I have two sons and two flashlights and they all work!"

Josephine Quintana  
Pojoaque, New Mexico

Billy: "What will one mouse do if he sees another mouse drowning?"

Pam: "I don't know, what?"

Billy: "Give him mouse-to-mouse resuscitation."

Cathy Godfrey  
Quitman, Georgia

The federal government recently con-

ducted a research program to find out how farmers spend their money. One young man was interviewing a farmer who revealed that he spent 30 percent for animal feed, 30 percent for fertilizer, 20 percent for seed, 30 percent for fuel and 10 percent for food.

"But sir," said the researcher, "that adds up to 120 percent."

"That's right, Sonny," replied the farmer. "And its getting worse."

Oran Nunemaker  
Glasco, Kansas

Sign at the barbershop: "Don't regard it as losing hair. Think of it as saving face."

Leslie Halsell  
Moss, Tennessee

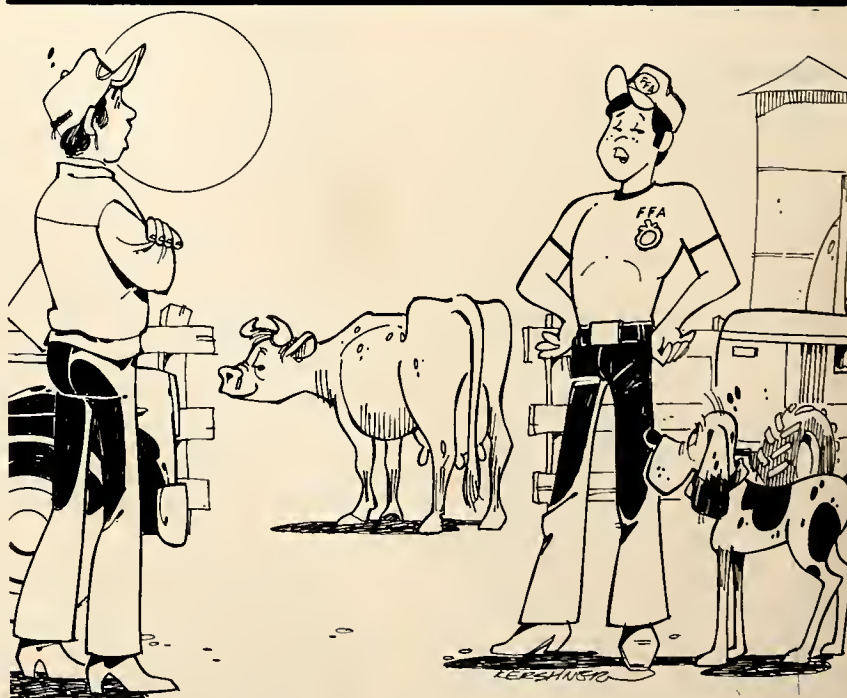
The city slicker was bugging his farmer friend to take him deer hunting. He had never been deer hunting so they set off towards the woods. The farmer didn't want the city slicker hanging around him any more, so he sat him on a ridge and went out about 60 yards. Just as he sat down he heard three rifle shots, and someone screaming, "It's mine."

Then another voice yelled, "No, it's mine."

Then he heard a guy say, "Okay, mister, you can have it if you just let me take the saddle off of it."

Wade Szakacs  
Double Springs, Alabama

## Charlie, the Greenhand



"I work every day of the week—sometimes more."

### NOTICE:

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